

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-fourth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 24, 1926

Number 2253



GIVE THANKS

*Do it as you know you should
Do it--it will do you good
Do it with your neighborhood
Giving thanks to-day.*

*Do it--yes, because you can
Do it for it helps a man
Do it like a Puritan
Giving thanks to-day.*

*Do it for what you have got
Do it for your humbler lot*

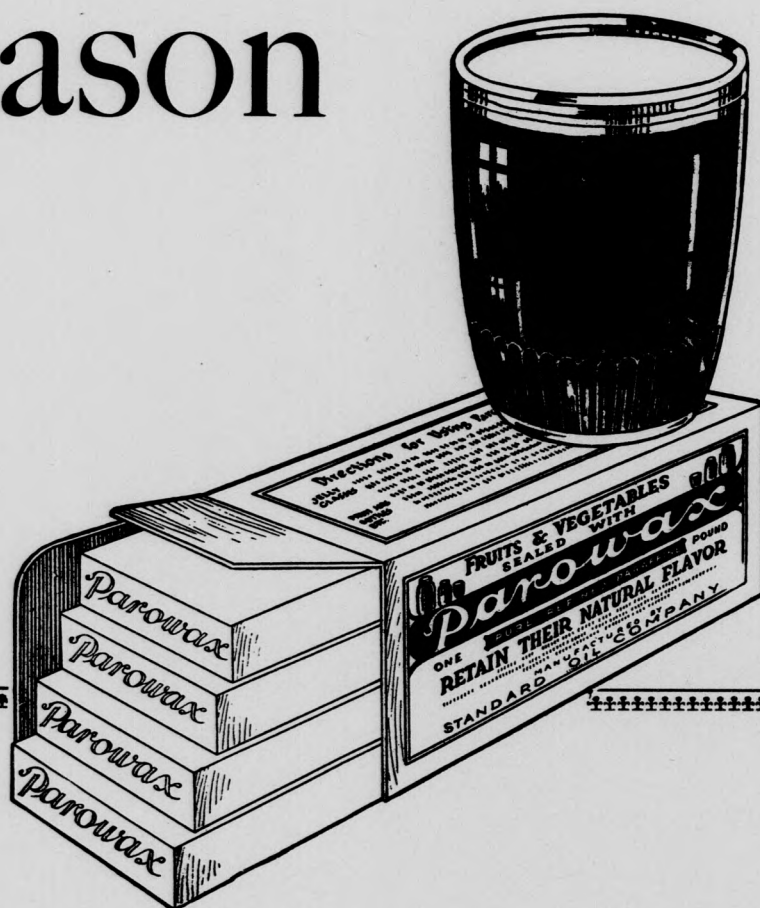
*Do it for "Forget-me-not"
Giving thanks to-day.*

*Do it if it rains or snows
Do it if your heart o'erflows
Do it even for your woes
Giving thanks to-day.*

*Do it for the things of hope
Do it for your faith will ope
Heaven with this telescope
Giving thanks to-day.*

CHARLES A. HEATH

Parowax Season



THIS IS PAROWAX SEASON — the time of year when Parowax sales run the largest. For the housewives of the Middle West know that nothing else protects their preserves from mold and fermentation like an air tight seal of Parowax.

This year, the sale of Parowax is larger than ever before. Each year there is an increase in the number of women who use this modern way of preventing their preserves from spoiling.

The dealer who sells Parowax profits by this demand. Keep the Parowax packages out on your counter, so that your customers will know that you handle it.

Standard Oil Company
[Indiana]

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E. A. Stowe, Editor

PUBLISHED WEEKLY BY
THE TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN

(Unlike any other paper.)
Frank, Free and Fearless for the Good
That We Can Do.
Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Subscription Price.

Three dollars per year, if paid strictly
in advance.

Four dollars per year, if not paid in
advance.

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payable invariably in advance.

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issues a year or more old, 25 cents; issues
five years or more old 50 cents.

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of Grand Rapids as second class matter
under Act of March 3, 1879.

DARE NOT CONDEMN MURDER

The World's admirable investigation into the recent triple lynching in Aiken, S. C., may fail of tangible results, but it has already thrown considerable light upon the whole problem. It has established the fact that the official "investigation" of the lynching was more or less of a farce, no serious attempt being made to discover the identity of the men who took two negro men and a woman from the jail and murdered them. The governor of the state, the sheriff of the county and other officials are now bestirring themselves, some weeks after the lynching, but it would be hard to make any one believe that there is a chance of punishment for the members of the mob. Behind this state of affairs is the public sentiment of the county where the lynching occurred. If the officials even suspected that the majority of the county and the community wished anything done about the matter, it would be done and without loss of time. But, however much some of the citizens of Aiken may deplore mob violence, they are evidently in the minority. Southern newspapers have played a large part in arousing public sentiment against lynching, but we find this curious passage in an article in the Columbia Record: "It is unfortunate that it had to be left to a New York newspaper to start something. But South Carolina newspapers, however much they wish to serve the public and uphold the court, have to be circumspect if they wish to escape disaster." If this is a true account of the situation in South Carolina, the Aiken lynching was of deeper significance than any one suspected. There has been hitherto no backwardness in speaking out against violations of the law by the newspapers of that state. One does not like to think of newspapers which "have to be circumspect to avoid dis-

aster" when an incident so shocking as the Aiken affair is concerned. The good name of the state threatens to become involved in the investigation before it is concluded.

SAVING THE FARMER.

Is American agriculture really flat on its back? Are we in danger of losing all our farmers because they cannot make a living? Must we have Government subsidies to save an industry which we have so often heard praised as the most efficient of its kind in the world? One would think so from the number and the type of suggestions that are being brought forth, not the least radical of which comes from a former Secretary of Agriculture, Edward T. Meredith.

Mr. Meredith told the Chamber of Commerce of the State of New York that he considered it necessary for the Government to establish fixed minimum prices for the six most important farm products and to take care of any surpluses at these prices. It is a charming picture he draws of the situation two or three years after his scheme has gone into effect: a balance between production and consumption would be quickly reached, the farmer would know when his crop was sown how much to expect from it and agriculture, in a phrase, would be put upon a "business basis."

A few difficulties present themselves, however, one of the gravest being the establishment of satisfactory minimum prices. What a wonderful political question that would make! And would the farmer behave so well about production as to avoid large and dangerous surpluses? Has he done so in the past when there was no guarantee of minimum prices?

Senator Fess also had a few words to say on the agricultural problem. One of his sentences deserves to be framed and hung on the walls of the House of Representatives and the Senate. It reads: "The habit of running to Washington for legislation whenever an economic problem arises is one of the greatest menaces to the Nation." It is a good sentence to remember during the next few months, when we shall be deluged with schemes to save the farmer.

DOBBIN STILL WITH US.

Somebody is continually discovering that this is a machine age and that therefore the horse is doomed. Old Dobbin's funeral sermon has been preached and sentimental tears shed over his passing more times than any one cares to remember, and still we read that there are more horses in use in the country to-day than there were before the automobile came.

Chicago has barred horse-drawn vehicles from some of its busy streets,

and thus started another outburst of sympathy for the outworn friend of man. It is quite true that the horse is ill suited to crowded city traffic, and other cities will doubtless follow the lead of the Middle Western metropolis, but there are many services the horse still performs more efficiently than the truck. For short hauls, even in congested areas, he has been found satisfactory; for drawing milk wagons no satisfactory substitute has been found and will not be until a breed of flivvers can be trained to memorize delivery routes.

The United States Government evidently takes little stock in the threatened disappearance of the horse, as it has invested a million dollars in breeding during the last six years, producing more than twenty thousand horses and ranking now as the largest breeder of horses in the world. Horse racing has never been threatened by the automobile; it has elements that can never be supplanted by any merely mechanical device. At present more popular than in many years, it has brought about the investment of millions of dollars in breeding farms.

Dobbin will still be present and in excellent health for a good many more funeral orations.

CHANGE COURSE OF TRADE.

Now that the long-continued strike of the British miner appears to be nearing its end, it will be interesting to note the effects of the termination on the trade not only of the United Kingdom, but also upon that of this and other countries. The manufacturing supremacy of Great Britain was based on her coal resources. These enabled her to build up not only a great iron and steel industry but were also the life blood of her development in the textile and other fields. In addition, the exports of coal from the United Kingdom were no inconsiderable item in this branch of foreign trade. The coal strike restricted production of practically all manufactured goods and also hit shipping hard. Some supplies of coal were sent to Great Britain from the Continent and quite large quantities from this country. The United States and other countries also had to supply foreign customers who were accustomed to get their coal from Great Britain. In the nine months ended with September this country's coal exports were over 21,500,000 tons, about 50 per cent. larger than in the corresponding period of 1925. The settlement of the British coal strike will put an end to most of this trade. But it will go beyond that. It will enable the British to recapture much of the trade which it has been losing in iron and steel products, in cotton and woolen goods, in pottery, etc., which rivals secured while they were

handicapped by a lack of fuel. In a few months, therefore, there is likely to be quite a shift in the foreign trade figures of the United States and of more than one of the European countries.

LOWER COTTON.

Now that the trade has accustomed itself to the certainty of its biggest cotton crop, there is much less agitation and uncertainty about prices than there was before the situation was so clearly defined. Such changes in quotations as have taken place have not been very marked and there has been an inclination to raise prices on any reasonable looking pretext such as the occurrence of a frost in the growing regions. At the same time, exports are growing and the takings by domestic spinners are quite large. There are several movements looking to a wider use of cotton in substitution for other textile fibers and some of these promise to be successful. Besides this, efforts are being made to induce the use of more goods in which cotton is the only or the main ingredient. How much relief may be obtained from the various plans for hoarding and financing part of the crop is yet to be determined. So far the only effect appears to be psychological since nothing practically has been done. But the lowered cost of cotton has been slowly but surely producing an effect on the prices of all cotton goods. Makers of sheetings, pillowcases, etc., are putting out new lists showing reductions and so have also the manufacturers of bleached fabrics. Such lines of sweaters as have been opened show proportionate declines. Other knit wear is bound to be similarly influenced. Gray goods prices have softened considerably for all except certain spot merchandise. The best indications are that there will be considerable ordering after the turn of the year.

CANNED FOODS WEEK.

Canned Foods Week, where observance, proved to be all that its sponsors had hoped, and in many markets set a new record for consumer distribution in volume as well as in assortments. When first introduced the housewife bought single cans of various popular packs, but now, with the dozen can sales, larger blocks were taken by consumers. This year the wholesale market allowed the retailer to put out extensive offerings at popular prices. Corn, peas and tomatoes were the leaders in vegetables; California fruits and Hawaiian pineapple made the fruit division important, while fish had salmon as a big item.

It matters little how much you hear, but it matters a great deal how much you believe.

IN THE REALM OF RASCALITY.

Cheats and Frauds Which Merchants Should Avoid.

Millbrook, Nov. 15—You once wrote up the crooks in Detroit doing business under the name of the Detroit Collection Agency. We had some bills and notes with another concern. They sent a few small payments to us and then we took the business from them and since then they have been collecting just the same and not sending me any money. I wrote same about the bills they had collected without reporting to me. There were some notes out and I wrote lately to the parties and one fellow came to see me. He said he had been sending them money every month and had the receipts—said he had a letter from them lately demanding more pay. The notes given were for \$51, \$31, \$70 and \$89; another for \$75—making \$197.20. He has paid it all but \$97.29.

I am enclosing the letter he sent me. You see they have changed the name. Isn't it a shame? If you can and will do something about it I will pay for your trouble and costs.

I have the notes. They sent an envelope with the same address on. I have written them, but will not send it until I hear from you.

Mrs. A. D. Kendall.

On receiving this communication the writer called up the Secretary of State to ascertain if the National Law Co. had filed a bond with the State, as required by law. On being informed that no bond had been filed, the matter was immediately referred to the Better Business Bureau of Detroit, which will probably proceed against the bogus concern through the proper officers of the law, put it out of business and (let us hope) undertake to prosecute the crook or crooks who defy the Michigan statutes to the limit of the law.

Petoskey, Nov. 22—Kindly advise me through your Realm of Rascality what you think of the enclosed proposition which purports to come from the Bureau of Business Research, 844 Rush street, Chicago.

Archie J. Crago.

The proposition referred to is as follows:

Chicago, Nov. 15—I am holding for you without cost to you and without any obligation on your part and for your examination a complete section of our latest loose leaf extension encyclopedic service. We are placing a few of these gratis as an advertising feature of our company.

We feel that your standing in the community will be of value to us as local reference. If you are selected as one of the fortunate persons, we will exchange the section for your opinion of this service.

The following are just a few of the very interesting articles you will find in this section: Radio, Polar Flights, Farm Relief, Progress in Engineering, Sesqui-Centennial Exposition, Education, World Court, War Debts, Eucharistic Congress, Luther Burbank, Air Mail, Aviation, Roosevelt Expedition, Power Developments, Chemistry and numerous other subjects.

All we request in return is that, should your opinion be asked at some future time, you speak of the work as you find it and say what you conscientiously think of its merits. Kindly initial and mail the enclosed card confirming the correctness of the address (or make corrections) and we will give you full particulars at once without any obligation on your part.

We trust you will keep this project as personal and confidential.

North American Pub. Co.
W. H. Gorham.

Mr. Crago does not send us the card mentioned in the letter. This card will probably disclose the sinister design of the North American Pub. Co. in making so magnanimous an offer to a perfect stranger. There is a saying, as old as the hills, that free things are always the most expensive, because they invariably embody the elements of deceit and subterfuge. If Mr. Crago takes the advice of the architect of this department and consigns all propositions of this kind to the scrap heap, he will be money ahead and save himself many heartaches and much chagrin to learn how easily a man can be victimized by so-called free offers.

Some years ago a man dressed in the height of style and possessing a most condescending manner approached a wholesale grocer of Grand Rapids with about this line of talk:

"Because of your loyalty to the Federal Government during the period of the kaiser's war you have been selected as one of ten men in Michigan designate to receive a set of beautifully bound books as a token of the appreciation of your Government. As you will note by the heading on the order, the books are absolutely free. They will be sent to you with no charge for packing or shipping and the transportation will be prepaid. You will never cease to feel thankful to the Government for this beautiful present, indicative of its appreciation of your attitude during the trying times of the German war."

The distinguished looking man thereupon made one or two small check marks on the so-called order and handed it to the wholesaler to sign. Instead of completing the transaction perfunctorily, as most people do when confronted by a distinguished presence, the jobber carefully scanned the order and detected that the visitor had checked a little line in very small type reading "Extra for Russian leather binding, \$150." The wholesale dealer thereupon handed back the order to the man who was masquerading as a representative of the Government and invited him to right about face and depart by the same door he entered when he came in.

The bogus representative of Uncle Sam remained in town several days and caught a dozen or fifteen men on his scheme—men who did not take the time to scan the order ("shipping instructions" the agent called it) as closely as the wholesale grocer who was first approached.

The world is full of chaps of this kind and they wax fat on the credulity of men who are awed by the presence of a dolled up "gentleman" who purports to bear a confidential message from the Federal Government, but who ought to be given an opportunity to play checkers with his nose in a common prison.

Allegan, Nov. 22—There is a gang of swindlers going around buying chickens, veal calves and hogs; in fact, anything they can get. They pay with a check and in about ten days or so the farmer finds out the check is worthless and he is out whatever he sold and also has to pay the bank for their trouble. He gives his name as George C. Brown, 1955 Forest Road,

Detroit. He drives a Master Buick coach. He is about five feet, seven inches tall, smoothly shaved and has kind of blond hair. He has also four or five other men with him and one has red hair. They have also a nice up-to-date steel ford truck. Should anyone see or come in contact with him the best thing to do is to call for the sheriff and hold him until his arrival or tell him you cull out your hens in the evening and by that time the sheriff is easily notified and has a chance to get him. They may go under different names but whenever you sell anything take nothing but cash for it. While I have not been bit by him myself the whole neighborhood has been swindled and had to make good their checks. This should be warning to all farmers no matter where located. The little finger on his right hand is crippled and he cannot straighten it out. He is a smooth talker. Radix.

Some people cherish the delusion that they have the right to obtain an immediate refund if they return to a seller merchandise concerning whose purchase they have changed their minds. If you buy a house or a lot from a savings bank which holds title to it and you change your mind after you have signed the transfer papers, the bank will not take back the property nor refund your money. Nor is any other seller, local or national, under obligation so to do unless it so provides in the body of the contract of sale. The return of merchandise does not invalidate nor satisfy a contract of sale unless the contract so states.

Make up your mind, therefore, before you sign. Read the contract and find out its provisions.

If a contract is too complicated for you to understand when you read it, better not sign it until someone whom you know very well has read it and explained these provisions:

1. Just what the seller agrees to deliver.
2. How much you agree to pay.
3. When you are to pay it.

Such provisions are the essentials of every contract of sale, however simple, however lengthy.

The fashion of using interminable contracts printed in very small type to record the terms of simple transactions is rapidly going into the discard. A few wholly honest but somewhat old-fashioned firms still retain such forms. Their representatives will gladly allow you all the time you need to read every word of their contracts and, if you cannot understand them, to consult with your advisers. They are not only willing but anxious to have you understand every detail of the agreement. Some sharp traders also employ very cumbersome documents, set in almost invisible type, whose apparent purpose is to discourage customers from reading them. Their salesmen will try to keep you from reading before you sign. Watch out for these tactics.

He Passed It On.

One farmer approached another and said tersely: "That horse I bought from you is blind! You never told me. Why?"

"Well," replied the other, "the man who sold it to me didn't tell me, either, so I supposed he didn't want it generally known."

Uncle Louie Winternitz Writes From Florida.

Jacksonville, Nov. 22—Since my last visit here—two years ago—the city has changed somewhat in appearance. New buildings, skyscrapers and a fine 300 room hotel have been opened to take care of the rushing business which all seem to have at present—the beginning of the season. They now have the fair on. Races and sports appear to be on the program. Main streets are more or less headquarters for real estate offices and land promoters, who now seem to have sense enough to bid one welcome.

C. Eberbach, of New Smyrna, Fla., dry goods and shoe merchant there, who thirty years ago lived in Flushing, Mich., was my neighbor at a hotel table here and informed me that he used to look regularly for the Michigan Tradesman there. He recalled one issue in particular which he never will forget. One article treated about a lady who purchased a ham from a grocer and came back in a few days asking him if he had some more ham like it and he replied he had. She asked how many and he said eight or ten, whereupon she asked if they be all from the same pig. He answered yes and she said she'd take all of them.

The other was an article on evils of credit; telling a circumstance of a merchant who sold a ham on credit and overlooked to charge it at the time. During the day it occurred to him he had sold the ham, but could not remember the purchaser, so he charged it to twelve different customers and on their monthly bills eleven paid for the ham without murmur. He had not nerve enough to ask the twelfth one to pay for it. Draw your own conclusions.

Agricultural and industrial production in Florida for shipment to Northern and foreign markets continues on a high scale.

This was the report of A. D. Stebbins, president of the Merchants and Miners Transportation Co., when he returned to Jacksonville yesterday after a tour of the State. Mr. Stebbins, whose headquarters are in Baltimore, has been making a tour of inspection in Florida with F. G. Boyce, vice-president of the line, and D. R. McNeal, superintendent of construction.

Surprise in finding the State as prosperous this year was expressed by Mr. Stebbins. Freight trade with Florida, he said, continues to be active, but the passenger traffic is late starting because of the warm weather in the East.

L. Winternitz.

Grafting May Produce Cabbage With Garlic Taste.

Ithaca, N. Y., Nov. 22—A vegetable which will combine the delights—or horrors—of corned beef and cabbage with those of Italian ravioli is forecast by the recent success of Prof. Lucien Daniel, a well-known French botanist, in grafting a garlic plant on a cabbage plant. Prof. Daniel has long been a student of the possibilities of plant grafting. He has grafted tomatoes on potato vines, eggplants on tomatoes, and has formed many other combinations. At the meetings of the International Plant Congress here recently, many of Prof. Daniel's achievements were described. The new success with garlic and cabbage has been reported to the Academy of Sciences in Paris. There has not yet been enough time to determine how fully the two plants thus joined will affect the characteristic of each other. In previous work, however, Prof. Daniel has found that such mutual effects exist. It is possible, therefore, that the new mixture will result in cabbage with a garlic flavor. Whether this will be a popular addition to the world's dietary is another question.

When On Your Way See Onaway.

Onaway, Nov. 23—Vern Tran, our popular tonsorial artist, just couldn't stand it to conduct any business last week, so he placarded his window as a fair warning to his customers not to expect any service for a week while he joined the army of deer hunters. It was a case of get out your "Chainless Safety," change shops or join the House of David. The conditions have changed now, Vern is on the job again, meek as a lamb, with no stories to tell except that the deer are still running; keep smiling.

The deer season is over; the running boards may now be cleaned of the bloody gore. Taxidermists will prepare to mount the trophies to adorn (?) the walls of the mighty hunters, while the disappointed can only relate how it happened. Hunting conditions have been all that could be expected; fine tracking snow last of season and game quite numerous, but too large a percentage of wrong sex to suit the hunters. Cold weather and fine sleighing prevails, also good wheeling.

John Vermilya, one of our old residents and a dear friend to us all, has passed over. For forty years "Uncle John" as he was known, has been a resident of Northern Michigan, conducting business in Medden, Petoskey, Indian River and Onaway. Born in Fitchfield, Ohio, in 1849, he passed away at the home of his daughter in Onaway Nov. 5, 1926, leaving a devoted wife who has faithfully attended him and who was constantly at his bedside for the greater part of the past year; a son, Frank, who was engaged in the meat market business with his father in Onaway for a number of years, a daughter, Mrs. W. H. Fish, of Onaway, and a daughter, Mrs. Jenchow, of Charlevoix. Mr. Vermilya sought to regain his health in the warmer climates of Georgia and Florida, finally returning to Onaway. All the good words spoken in his behalf since death were true all through his life. Just a grand good old man, the kind that helps to make the world better.

Squire Signal.

Business Changes at Howell.

Howell, Nov. 23—Nelson C. Yelland has sold his Palace meat market to Dr. H. H. Sparhawk, who recently came here from Detroit, where he had been an inspector in the food department. The new owner expects to add a wholesale sausage department to the regular retail market business.

Lavetne Walker has leased the vacant store on State street, and is having it fitted up for a new restaurant and confectionery store. He expects to put in an ice cream parlor in the spring.

Mrs. Alice McP. Spencer is tearing out the front of her building occupied by R. D. Smith with the ford sales and service, and C. J. Gannon, with the Chevrolet. The five storerooms are all to have new and modern fronts. An addition is to be built to the rear of three of them and the whole interior re-arranged, so that both agencies will have more room and better facilities.

Hides, Pelts and Furs.

Green, No. 1	08
Green, No. 2	07
Cured, No. 1	09
Cured, No. 2	08
Calfskin, Green, No. 1	11
Calfskin, Green, No. 2	09½
Calfskin, Cured, No. 1	12
Calfskin, Cured, No. 2	10½
Horse, No. 1	3 00
Horse, No. 2	2 00

Pelts.

Lambs	50 @ 75
Shearlings	10 @ 25c

Tallow.

Prime	07
No. 1	07
No. 2	06

Wool.

Unwashed, medium	@ 35
Unwashed, rejects	@ 25
Unwashed, fine	@ 30



Announcement

The Morton Hotel Company takes pleasure in announcing a

New Lower Schedule of Room Rates
EFFECTIVE IMMEDIATELY

One year ago we announced a reduction in room rates which was enthusiastically received by our patrons and friends and in further keeping with our policy of

"THE MOST FOR YOUR MONEY"

This New Schedule of Rates Is Now Offered

80 Rooms at	\$2.00
140 Rooms at	\$2.50
60 Rooms at	\$3.00
20 Rooms at	\$4.00

Special Suites ----- \$10.00 and up

Sample Rooms ----- \$3.00 and \$4.00

The Same High Standard of Service Will Be Maintained

The Morton Hotel Company

W. CHAS. TAGGART, General Manager

MOVEMENTS OF MERCHANTS.

Rothbury—Earl Shitum has sold his grocery stock and store fixtures to Orin Payne, who has taken possession.

Detroit—The Whitney Co., 1845 David Whitney building, has changed its name to the Continental Lumber Co.

Springport—Arthur Patches, an old time druggist, died a short time ago. He was one of the oldest druggists in Michigan.

Detroit—The Mexican Crude Rubber Co., 1040 Penobscot building, has increased its capital stock from \$500,000 to \$600,000.

Lexington—Thieves entered the meat market of A. K. Foley & Son, Nov. 19 and carried away over \$500 in meat and other stock.

Colon—Moore & Son have sold their grocery stock and meat market to Jess Adams, who will continue the business under his own name.

Hastings—G. G. Greene, recently of Lowell, has purchased the Sherwood grocery stock and will continue the business at the same location.

Litchfield—William R. Green, formerly with Wyatt & Co.'s drug store, at Adrian, has purchased the Minnie Cohen drug stock of this place.

Gobles—Myers Bros. have sold their grocery, drug and crockery stock to Vern Thayer, who will take possession Dec. 1. The store was 46 years old last March.

Ishpeming—L. H. Nelson, of Iron Mountain, has opened a grocery store on the corner of North and Second streets, under the style of the North Street Cash Store.

Saginaw—The Jewel Box, 322 Genesee avenue, is closing out its stock of jewelry, diamonds, silverware, clocks, etc., at auction sale, preparatory to retiring from business.

Muir—Strachan & McLaren, dealers in drugs, groceries, etc., have dissolved partnership and the business will be continued by J. D. Strachan, who has taken over the interest of his partner.

Flint—The Supply & Equipment Co., 4341 South Saginaw street, has been incorporated with an authorized capital stock of \$5,000, \$3,500 of which has been subscribed and paid in in property.

Alba—Isadore Saperston, who has conducted a dry goods and clothing store here for the past 25 years, has sold his stock to Moses Fenestim, of St. Louis, Mo., who will close it out at special sale.

Detroit—The St. Clair-Athol Rubber Co., 440 East Jefferson avenue, has changed its name to the St. Clair Rubber Co. and increased its capital stock from \$500,000 to \$1,000,000 preferred and 50,000 shares at \$10 each.

Lake Odessa—Harry Janes has sold his garage building to Joseph Gless, of Caledonia, who will occupy it Dec. 1, with a stock of farm implements, tractors and trucks. Mr. Janes is erecting a new garage for his own use.

Grand Rapids—Glenn P. McHugh, proprietor of the McHugh Bootery, 135 Monroe avenue, has opened a new men's footwear and furnishing goods store located in the Pantlind Hotel, to be known as the Pantlind Boot and Toggery Shop.

Detroit—The Aurad Co., 312 Charlevoix building, has been incorporated to manufacture radio parts, with an authorized capital stock of \$25,000, of which amount \$9,350 has been subscribed and paid in, \$537.55 in cash and \$8,812.45 in property.

Martin—C. Haveman has sold his meat market to Bernard Spoelstra, who will continue the business at the same location. Mr. Haveman has purchased the general stock of Fenner Bros. & Co. and will conduct the business under the style of Haveman's Department Store.

Royal Oak—Fred T. Oetjen, Inc., 318 East Fourth street, has been incorporated to deal in automobiles, accessories and parts, with an authorized capital stock of \$10,000, of which amount \$8,100 has been subscribed and paid in, \$5,000 in cash and \$3,100 in property.

Manufacturing Matters.

Constantine—The Grames Manufacturing Co., of Albany, Ind., has leased a large cement building on West Water street and will occupy it with its over-stuffed furniture manufacturing plant.

Detroit—The Federal Chemical Co., 3380 Mack avenue, manufacturing chemist, has been incorporated with an authorized capital stock of \$35,000, \$33,750 of which has been subscribed and paid in in property.

Ludington—Lubetsky Bros., of Grand Rapids, have sold their cigar factory building on East Dowland street, to T. L. Atkinson, who will occupy it with his crochet hook manufacturing business.

St. Johns—The Mueller Process Co. has been incorporated to manufacture alcohol, fertilizers and chemicals, with an authorized capital stock of \$500,000, of which amount \$364,670 has been subscribed, \$22,967 paid in in cash and \$270,000 in property.

River Rouge—The new plant of the Consolidated Paper Co. is practically completed and will start operation by Dec. 1, it is announced. The building was constructed by the Monroe Construction Co., of Monroe. The installation of the machinery in the building is also about completed.

Detroit—The Broncho-Rub Laboratories, Inc., 645 Randolph street, has been incorporated to manufacture and sell proprietary medicine, with an authorized capital stock of \$10,000 and 4,000 shares at \$10 per share, of which amount \$2,680 and 522 shares has been subscribed and \$2,935 paid in in cash.

Flat Crepes Are Favored.

Flat crepes are looming up as leading silks for the Spring season. Dress manufacturers are giving much attention to these weaves and substantial orders are being placed as the production of Spring dresses increases. The crepes will be used in the compose or shaded toning effect that is being featured for the new season. This effect is achieved by using two or three shades of the same color group. In two-piece silk dresses, for example, the body of the dress is in one shade with a lighter tone used for trimming.

College life seems to be just one cigarette after another.

AMERICAN SCHOOL HISTORY.

The Right Rev. Arthur Foley Winington-Ingram, Lord Bishop of London, is mistaken. American school children are not taught to hate England, but no proper estimate of the history of the American Revolution can be obtained without presenting the superiority of the equipment of the British soldiers from England over the British colonists and the contrast between the redcoats of one with the homespun of the other is essential to a clear understanding of the story of that conflict.

For the past decade the general disposition of American writers of school histories has been to regard the American Revolution as similar to the English Revolution under Cromwell, when men of British blood fought for British rights against other British men who sought to maintain medieval privileges for themselves. The memories of Pym, Hampden and Cromwell are as dear to Americans as they are to English-speaking men everywhere, and it is in the interest of mankind that their sufferings should not be forgotten any more than the sufferings of Washington, Franklin and Adams. All of them were soldiers in the great war waged for democracy by English-speaking patriots in England and the Colonies.

No real understanding of that struggle can be obtained without a full and free study of the causes that prompted Cromwell and Washington to revolt against the tyranny of existing governments. It is true that there was considerable animosity immediately following the American Revolution and the War of 1812, as there was in England after the Revolution of 1688. In recent years American historians have become more discriminating and taken a broader view, but the Briton of to-day is just as proud of the Roundheads as the Americans are of their Ragged Continentals—and for the same reason.

ATOMIC CATASTROPHIES.

Are we drawing near the secrets that are locked up in the atomic theory? For years the possibility of the discovery of a method for releasing atomic energy has been seriously discussed. Its effects would be so revolutionary as to sound like the disordered dream of some mad scientist.

There is no word from the laboratories to justify high hopes, but we are finding out more about atoms. The Coolidge experiments with the cathode ray brought to light some curious and interesting phenomena, and now a Swedish scientist has made it possible for his fellows to listen to the crashing of shattered atoms all the way across a room.

He has allowed these same scientists to see with their naked eyes the disintegration of atoms under the influence of alpha particles from radium, making visible, the news stories say, "more atoms in a minute than the English physicist, Sir Ernest Rutherford, could display in a year." The full significance of his experiments is not even suggested; science moves ahead careful step by careful step, and leaves speculation to the outsider.

No seeker after romance need look farther for his field of investigation than the laboratory of the pure scientist. He works by laws as old as time and as changeless, but the results of his investigations are far more fantastic than the imaginings of the poet's finest frenzy. Who knows but what we shall see the world made over to a new pattern before another generation has passed? Sadly enough, the human element cannot be expected to undergo an equivalent transmutation.

Seventeen years ago the mental hygiene movement began with no broader program than improvement in the care of the insane, which at that time was badly in need of reform. To-day the movement touches at vital points most of our serious social problems. Its most direct aims are now preventive; it seeks to train "problem" children so that they may avoid later maladjustments to life which are so productive of trouble to the individual and to society, and it seeks to offer help to persons threatened with mental disease long before they have reached the point of the so-called "breakdown." It has a definite contribution to make to the cause of human happiness, for the happy person is the one best adjusted to his environment and mental hygiene seeks to bring about the proper adjustment through the application of psychiatry. A look backward over the history of the National Committee for Mental Hygiene reveals much that is remarkable and admirable, but while certain problems have been solved, hundreds of others remain which must be studied before they can be scientifically attacked. Like so many of these social organizations, the National Committee has done its work on a relatively small amount of money, facing a deficit year after year. This year is no exception; there is a definite need of assistance which must be met if the organization's excellent work is to go on unhampered. A permanent endowment is what the committee most needs, but until that comes there is a chance for any one who knows and appreciates its work to help it over its present difficulties.

Preventable sin, preventable disease, preventable poverty, preventable ignorance, preventable blindness, and preventable war, are phrases that have come into vogue in the last hundred years. The word "preventable" lays a burden upon the heart and conscience of every intelligent person; for it means that the causes of these things are known, that they may be removed, that men and women know how they might be removed, and are therefore guilty of culpable negligence, heartless indifference, and criminal complicity so long as preventable measures are not adopted. It is high time to put science in the place of superstition and cease to put out trust in palliatives and moral narcotics.

Detroit—The Never-Leak Valve Corporation, 3024 West Fort street, has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed, \$1,000 paid in in cash and \$43,000 in property.

Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 6.95c and beet granulated at 6¾c.

Tea—The market for India teas, meaning mainly black teas, has strengthened up during the past week on account of the rumor that the India Tea Association was expecting to reduce the size of the crop. It is also said that the Ceylon tea growers are joining in whatever arrangements the India tea people have made to this effect. This is causing a very firm feeling in both Ceylon and India teas. Th primary markets show an advance of several cents a pound. Other teas show no change for the week.

Coffee—The financial conditions in Brazil have fluctuated considerably during the week, affecting the market directly in green Rio and Santos coffee. While this fluctuation did not not very much change from last week, the net result has probably been a very small fractional advance. This applies to all grades of Rio and Santos coffee. Mild coffees show practically no change for the week and jobbing markets on roasted coffees remain unchanged by the fluctuation in green. The demand is moderate.

Dried Fruits—The dried fruit situation has improved to the extent of a broader movement of spot stocks of all descriptions in the form of jobbing orders from the local and interior trade. Consumer outlets are increasing, particularly for raisins and prunes, both of which are cheap over the retail counter. Fall and holiday uses are making it possible to move raisins in larger quantities and the price of two packages of seeded or seedless for 25c is proving popular. Prunes are admittedly cheap at wholesale and it is surprising that retailers do not make more of a drive on California and Northwest packs. Despite the better spot demand and the well maintained quotations there is little buying at the source and apricots are the only product really wanted and there are comparatively few offerings by packers. December shipments show neat profits and more fruit is wanted for shipment from the Coast before the end of the year. Stocks at the source are in few hands and as packers expect advances they are not anxious to unload. Sentiment, more than values or the character of trading, has changed more in California prunes during the past week than anything else. Coast operators are more optimistic and believe that the market is shaping itself for slight advances, which, when they occur, will develop enough competition among jobbers to add to the growing firmness at the source.

Canned Vegetables—The demand for major vegetables for replacement is nominal and all packs are more or less weak. There has been pressure to sell low grade California fruits which has disturbed the market and scared off buying.

Beans and Peas—A very dull business is reported in all varieties in dried beans. Prices have shown no material change during the week, but the tendency has been downward. This ap-

plies to all varieties of dried beans. Black eye split peas are in a very light demand at unchanged prices.

Cheese—The offerings during the week have been light and demand is light, but the market steady.

Rice—Domestic rice was quiet all of last week due to the pronounced tendency of trading in nearby positions more than in other fields. Stocks have not accumulated since new crop began to appear in heavier volume, so there is a steady flow for large blocks. Advices from the South show a steady market with a fair amount of domestic and export buying.

Salt Fish—Norway and Irish mackerel are scarce. This is strengthening the market for shore mackerel, which is already scarce also. Mackerel is hardening all along the line, with prices tending higher.

Syrup and Molasses—The molasses situation is strong. The harvesting of the New Orleans crop has begun, but no prices on new molasses have been made as yet. Trade are expecting higher prices, however, and this is strengthening the market for old molasses. The demand for New Orleans molasses of the best grocery grades is very good. Sugar syrup is firm on account of light production. Compound syrup fairly active at unchanged prices.

Provisions—The demand has been very light for the past week and most holders have shaded prices on hog products. Beef products are dull and remain unchanged.

Review of the Produce Market.

Apples — Wagners and Baldwins command 60c@1 per bu.; Northern Spys, \$1.25; Delicious in boxes, \$3.75.

Bagas—Canadian, \$2 per 100 lbs.

Bananas—8@8½c per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. Pea Beans ----- \$5.45

Light Red Kidney ----- 8.75

Dark Red Kidney ----- 8.40

Potatoes—Home grown \$1.70@1.80 per 100.

Beets—\$1 per bu.

Butter—Offerings of fine creamery butter have been light during the week and the demand is excellent. Undergrades have been very dull and weak, although grades almost the best have been firm. Jobbers hold fresh packed at 49c, prints at 50c and June packed at 45c. They pay 25c for packing stock.

Carrots—\$1 per bu.

Cauliflower—\$2 per doz.

Celery—30@75c per doz.

Cocoanuts—\$1 per doz.

Cranberries—\$4.50 per 50 lb. box of Early Black; \$5.25 for Late Howes.

Cucumbers—\$3 per doz. for Southern hot house.

Eggs—Strictly fine fresh eggs are in their scarce season and are firm. All the strictly fresh eggs coming forward are taken immediately at firm prices. Storage eggs are selling, but in a very mild way and at easy prices. Local jobbers are paying 50c this week for strictly fresh. Cold storage operators quote storage eggs as follows:

April Extras ----- 39c

Firsts ----- 38c

Seconds ----- 36c

Egg Plant—\$1.50 per doz.

Garlic—35c per string for Italian.

Grape Fruit—\$4.25@4.75 per crate for Seal Sweet from Florida.

Grapes—Calif. Emperors, \$2.50@2.75 per crate.

Honey Dew Melons—\$3 per crate for either 6, 8, 9 or 12.

Lemons—Quotations are now as follows:

300 Sunkist ----- \$5.50

360 Red Ball ----- 5.00

300 Red Ball ----- 5.00

Lettuce—In good demand on the following basis:

California Iceberg 4s, per bu. -- \$4.50

Hot house leaf, per lb. ----- 8c

Onions—Home grown, \$2.25 per 100 lb. sack; Spanish, \$2 per crate.

Oranges—Fancy Sunkist California Navels are now on the following basis:

100 ----- \$5.75

126 ----- 6.25

150 ----- 6.75

176 ----- 7.25

200 ----- 7.50

216 ----- 7.50

252 ----- 7.50

288 ----- 7.50

344 ----- 7.50

Sunkist Red Ball, \$1 cheaper.

Floridas command \$6.75 for all sizes.

Parsnips—\$1.25 per bu.

Pears—\$3 per crate for Calif.; Kie-fers, \$1 per bu.

Peppers—Green, 50c per doz.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls ----- 20c

Light fowls ----- 14c

Springers, 4 lbs. and up ----- 20c

Broilers ----- 22c

Furkeys (fancy) young ----- 32c

Turkey (Old Toms) ----- 25c

Ducks (White Pekins) ----- 20c

Geese ----- 14c

Veal Calves—Wilson & Company pay as follows:

Fancy ----- 14½@15c

Good ----- 14c

Medium ----- 12c

Poor ----- 09c

Radishes—25c.

Spinach—\$1.25 per bu. for Texas grown.

Squash—\$1.25 per bu. for Hubbard.

String Beans—\$3 per hamper.

Sweet Potatoes—\$1.50 per hamper for Delaware.

Tomatoes—Southern stock, \$1.25 per 7 lb. basket.

Wax Beans—\$3 per hamper for Florida.

The custom of treating the pelts of a variety of animals and selling them under a hyphenated seal title has long persisted. While the purchasers of these skins knew they were not seal-skins, they seemed to prefer having them called by some form of that name. Recently there has been a disposition among merchants to regard these forms of misleading nomenclature as detrimental to business, and this feeling has resulted in a movement to abolish ambiguous terms of all kinds. After discussing the matter with members of the several Better Business organizations, the furriers of New York City have agreed to offer their pelts under their right names. It

is interesting to note that these changes usually result in better business relations. They create a feeling of confidence in the buyers and do away with haggling, which wastes the time of the sellers. Any plan that simplifies business is desirable. Formerly there was a custom among certain wholesale dealers in various classes of merchandise of quoting prices at a given figure with the added phrase "20, 10, 6 and 5 off." Even when the buyer was sharp enough to insist that he get all his "off" figures he had to resort to pad and pencil to see just what he was paying. In the buying of furs—well, a rose by any other name may smell as sweet, but dipping a rabbit's pelt in a dye tub and calling it sealskin never deceived any woman.

It begins to look as if the French are in for a bad holiday season. Dispatches from Paris report that with Christmas but one month away the great department stores which prepared for a heavy increase in trade are deserted and business generally is at a standstill, owing to the rapid rise in the value of the franc. At this season of the year the ubiquitous American and English tourists, who rejoiced in nearly fifty francs to a dollar late in July, are not among those present. The increase in the value of the franc, therefore, falls upon the natives, especially upon the poor, whose wages are fixed and who now find that the dealers in food, clothing and other necessities are refusing to shade prices. These merchants contend that they were compelled to stock up during the summer period of inflation and must hold their prices to realize profits. In the meanwhile the speculators continue to send the franc up and down by gambling in its value. Nothing but a stabilized unit of value can cure this trouble, and the sooner the French politicians realize that the better for France. It will not help any to denounce foreigners. Those individuals can simply walk away and buy in some other country where they are more sure of the value of their money.

Even in our modern times we still find many kinds of alphabets used by various races. The Bible Society has already employed sixty different alphabets or sets of characters. In English there are twenty-six letters; in New Zealand the Maori language is written with only fourteen; in Russian there are thirty-six; in Bohemian there are forty; in Indian the Maratti alphabet contains over three hundred letters, or combinations of letters. Some of these languages are read, as English is read, from left to right; others, like Hebrew, are read from right to left; others again like Chinese and Japanese and Korean, begin at the righthand top corner of the page and read downwards in columns; others, yet again, like Manchu and Mongolian, read downwards in columns, but begin at the left-hand top corner of the page.

If you don't know how, you can't do. Loyalty is independence, not subservency.

PROPOSED LINCOLN MUSEUM.

Government Slow To Act In the Matter.

An Abraham Lincoln and Civil War museum may be set up on the spot where President Lincoln was shot by John Wilkes Booth on the night of April 14, 1865. A movement with that objective has been started by leaders in the Grand Army of the Republic. They are pressing the suggestion on the authorities in Washington, where obliteration of all that survives of the immediate surroundings of the assassination is threatened.

The stable behind the old theater structure in which the assassination took place was sold recently by the Government. Booth rented the stable from its owner, before his attack on Lincoln, retaining it even after he had ceased to keep his horse there.

Government authorities have been thinking seriously of selling the remainder of the old Ford theater property, which was acquired by Congress after the assassination of Lincoln to prevent its further use for show purposes. If sold, all the remains of the old structure would probably be removed to make way for modern improvements.

The stable alone survives intact. It has been used scarcely at all since Booth rented it. Only the front wall of the theater survives. It remains as it was when erected originally as the facade of a Baptist church.

Henry J. Ford turned the original structure into a theater during the Civil War, when it became Washington's leading playhouse. Most of the eminent actors and actresses of the time appeared on its stage. John Wilkes Booth and his famous brother, Edwin Booth, played there many times. After the tragedy Edwin Booth never again appeared in any theater in Washington.

On June 9, 1893, the day Edwin Booth was buried in Boston, a second tragedy occurred in the old building. While repairs were being made, the interior of the building collapsed on more than a hundred workmen. Twenty-two were killed and sixty-eight injured.

The interior structure was then torn away and a new one erected. It bears no resemblance to that which was there at the time of Lincoln's assassination, although the front wall, rising flush from the sidewalk, is the same. Since the Government acquired it in 1865 the building has been used chiefly as a storehouse, for, in the main, old records. Since the World War, the fingerprint records of the A. E. F. have been preserved there.

Army engineers say that the building is unsafe and suggest that it be sold. Grand Army leaders contend, however, that it should be preserved as fully as possible. So they are urging the Government to refrain from selling it and to rebuild the interior of the structure for use as a museum.

Colonel John McElroy, editor of the National Tribune, the G. A. R. publication; Captain O. H. Oldroyd, former owner of the Oldroyd collection of Lincolniana; Captain John Middleton

and Captain J. F. Young have taken the lead in the movement for preservation.

They propose that the Oldroyd collection, recently purchased, be moved from the old residence in which Lincoln died, across the street from the Ford theater, and be displayed in the theater property. The collection, they say, is too large for good display in the old residence. Moreover, it will be difficult, if not impossible, to make the old residence fireproof.

That property also is owned by the Government. The G. A. R. veterans think it would be better to maintain it as nearly as possible as it was when Lincoln died there. They would have it fitted up with furniture of the sort that was there when the dying President was taken into the house.

Additions to the Oldroyd collection may be numerous. For example, the bed on which Lincoln died still exists. It is in the possession of the Chicago Historical Society, whose officers, it is said, have stated that should the Government arrange to display it with proper protection, the society would be glad to return it to Washington. It was purchased soon after the assassination by a collector whose son sold it to the society. The original owner received \$500 for it.

The Government possesses, aside from the Oldroyd collection, several relics of the assassination of Lincoln. One is the flag that draped the box in which the President was sitting when Booth attacked him. It shows the tear made by Booth's spur when caught in it as the assassin leaped from the box. The mischance caused Booth to suffer a broken leg as he fell on the stage. It is the only one of the Government's relics of the affair that has been kept on public display. It is in a glass showcase in the Treasury building.

In the War Department's archives are the revolver Booth used, the bullet fired from it into the President's head, the diary kept by the assassin while fleeing and several photographs of women which were in his coat pocket when he was killed by pursuers.

"In the National Museum, the Library of Congress and elsewhere, the Government has put on display relics having to do with the lives of many famous Americans," says Colonel McElroy who heads the informal committee of veterans that is trying to have the old Ford theater property preserved for museum use. "But barring the flag that tells the story of Booth's fall when leaping out of the box at the theater, the Government has displayed almost no relics having to do with the Civil War President. If adequate display rooms were provided, we are confident that many persons would surrender their Lincoln relics to be added to those of the Government and those of the collection it has taken over from Captain Oldroyd.

"Lincoln is certainly a big and interesting enough figure for a public museum to be set up for mementoes of him alone at the National capital. The one we suggest might be made, however, a museum of the Civil War period as well as of relics of the Great Emancipator."

Captain Oldroyd has offered a donate his miscellaneous Civil War collection in case the Ford theater is preserved as a museum. This collection, which he brought together as a sideline while he was giving more than a half century of his life to the gathering of Lincolniana, is large. Even before and during the Civil War, throughout which he served in the army, Captain Oldroyd put aside everything he thought would be of future interest. In the collection are thousands of clippings from newspapers and periodicals, and autographed pictures of practically every general officer who served in both the Union and Confederate forces, also many letters written by persons prominent at the time.

Five Things We Ought To Learn.

Learn to laugh. A good laugh is better than medicine. When you smile or laugh, your brain for a moment is freed from the load that it ordinarily carries.

Learn to tell a helpful story. A well-told story is as welcome as a sunbeam in a sick room.

Learn to keep your troubles to yourself. The world is too busy to linger over your ills and sorrows.

Learn to stop croaking. If you cannot see any good in this world, keep the bad to yourself.

Learn to greet your friends with a smile. They carry too many frowns in their hearts to be bothered with any of yours.



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RIGHT OF MERCHANT

To Trade Fixtures Installed in Leased Premises.

It is frequently necessary for a merchant to install expensive trade fixtures in order to carry on his business in a proper manner. And, where such fixtures are placed in rented or leased premises, the question of the right of the merchant to remove them, should he desire to change his location, is one of considerable importance.

In view of which, it is usually prudent for the merchant to have his rights in trade fixtures covered by the terms of his lease. And especially is this true where the fixtures are firmly attached to the premises in such a manner that they cannot be removed without injury to the premises. For in such a situation the courts will, as a general rule, forbid the removal of fixtures which the evidence shows will clearly result in damage to the leased building. For example.

In one case of this kind a merchant had occupied a business building in a Western city for a number of years. During this time the merchant installed partitions, shelving and electric wiring at his own expense. When the merchant's lease expired he sought to remove these fixtures, and the owner of the building objected. Result a lawsuit.

Upon the trial of the cause the trial court found that the merchant had the right to remove the shelving and partitions, as they were not firmly attached to the premises. However, the court enjoined the removal of the electric wiring, although the merchant offered to repair all damages caused by its removal, on the ground that by the manner of its attachment it could not be removed without causing substantial damage to the building, and for that reason it had become a part of the realty, and not a removable fixture.

Now this wiring had cost the merchant \$300 or \$400, and being dissatisfied with the lower court's ruling he prosecuted an appeal to the higher court. Here, in reviewing the record in respect to whether or not the merchant was entitled to recover the wiring, the court, in part, said:

"The defendant (merchant) offers to repair all damages he may cause by act of removal. This offer, however, is not of itself determinative of his right. The question whether this improvement became a part of the realty or whether it remained a removable trade fixture is in the first instance a question of intent.

"If the fixtures be so attached that it cannot be removed without substantial damage to the property, it tends to show an intention to make the same a part of the realty; so also, if the damage caused by its removal is disproportionate to the value of the fixture itself, it tends in the same direction.

"Although the doctrine of trade fixtures is applied liberally to the protection of a tenant in the right of removal, yet the tenant may not disregard the question of substantial damage to the property and insist upon a naked right of removal. That sub-

stantial damage would be caused to the plastering of this building by the removal of the wiring and its appurtenances is quite evident from the record. Upon the whole record the inference is fairly warranted that the improvement was not originally intended as a trade fixture and that the removal of the same at the present time would work a damage to the building greatly disproportionate to the value of the wire."

In conclusion the court affirmed the decree of the trial court in favor of the property owner. Holding, that upon the facts of record the merchant did not have the right to remove the electric wiring but must let it remain in the building.

The foregoing case aptly illustrates the reasoning of perhaps the weight of authority in respect to the right of a merchant to remove trade fixtures from leased premises. And, when the facts of this case are taken with the language of the court, it is clear that where a merchant occupies leased premises he should use some care in installing expensive fixtures, that are firmly attached to the building, in the absence of a contract covering his right to thereafter remove them when his lease expires.

In fact the question of the right of a merchant to remove trade fixtures has been a frequent cause of dispute and litigation. The law books contain many such cases, but, since each case of the kind has been decided in the light of its facts, the subject cannot be covered by a general rule. And, in view of the ease with which a situation of this kind may lead to serious dispute, it would seem but prudent for all parties concerned to have their respective rights in fixtures plainly set forth in writing when a lease is entered into. Leslie Childs.

Four-Word Will on Egg Shell.

London, Nov. 10—"Mag everything I possess.—J. B." All the solemn machinery of the probate law has been set in motion by this curious message in scarcely legible handwriting on an egg shell. It is the will of a sailor. When the probate and divorce courts begin their Michaelmas sittings the Crown will contend that it is not a legal document. Above the last will and testament is written "17th—1925." The month is not named, but it is known that the sailor died at sea shortly after inscribing his will on the shell, an ordinary hen's egg shell, blown with the skill of an expert blower. For some months the egg has been in safe custody at Somerset House and learned briefs have been prepared both for and against the will's validity. The chief points at issue are whether a witness was necessary and whether the sailor was entitled to the privilege generally allowed to sailors at sea and soldiers on active service of making wills without conforming to the customary rules.

Definition of Success.

It's doing your work the best you can,
And being just to your fellow man,
Making money, but holding friends,
And staying true to your aims and ends.
It's figuring how and learning why,
And looking forward and thinking high;
Dreaming a little and doing much,
Always keeping in closest touch.
With what is finest in word and deed;
Being thorough—yet making speed;
It's being clean and it's playing fair,
Laughing lightly at Dame Despair;
Struggling on with the will to win,
Taking your loss with a cheerful grin.
It's pushing on, through strain and stress;
It's doing your darndest—that's success!



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WOMEN IN NEW POSITIONS.

Not the least interesting thing about the invasion by women of commercial fields that in former years were largely pre-empted by men is the growing employment of them by department stores in executive and semi-executive positions. For many years women have been employed as buyers, assistant buyers and, in rare instances, as merchandise managers, as well as in other positions requiring particular training or skill, but these jobs, in a very large measure, have to do with the merchandising end of the business.

Within recent years, however, and it is steadily growing, there has been an invasion by women in the executive end of the service field of the stores as well. The employment of women, both on full and part time, as floorwalkers or whatever other name a particular store may give them has become fairly common, and more and more emphasis is being placed on their services by some stores.

For a long time women have also held positions of importance in the credit office, but in only a few instances have they actually been made credit managers. Even here, however, possibilities for women seem to be broadening, and an increase in their employment as heads of credit departments is not too much to expect during the next few years.

There are numerous arguments for and against women in these positions. In some stores one of the most powerful arguments in their favor is that they will do the work more cheaply than men and, generally speaking, just as efficiently. The argument is also raised that prospective women charge customers are more willing to discuss intimate financial matters with one of their own sex than with a man, and that the element of presumption on sex, which is present sometimes when women customers attempt to open charge accounts to which they are not really entitled, is lacking when the person having the final say is also a woman. Further, it is argued that woman credit manager, because she is a woman, is better able to get from the applicant, without giving offense, derogatory information which the latter is endeavoring to conceal in the hope of obtaining an unwarranted account.

The charges that women instinctively are cautious in their dealings with other women whom they do not know, and that the element of "cattishness" sometimes creeps into transactions between women credit grantors and applicants for accounts, are not taken seriously by their defenders in this position. Neither is the charge that women being naturally bad losers for the most part and too cautious as a result, are inclined as credit grantors to refuse an account when conditions really warrant a chance being taken on the applicant, thus holding down sales.

SUN SPOTS AND STORMS.

With adequate funds for research, an institution like the Smithsonian might be able to chart the relationship between sun spots and cyclones. That

the sun is not a "constant star" is well established. It throws out more heat when its spots are numerous than when the central part of its disk is marked by a single spot. The record at the Smithsonian shows that there has been diminished heat from the sun for the last four years. Now the average is returning and we may be in for a period of excessive solar heat. Even with the studies it has been possible to make thus far, weather predictions covering a week or so and based upon the amount of heat given off have been fairly successful, but forecasts for longer ranges require much greater research than there are facilities to make.

We have sufficient information to inspire various hypotheses, but not enough to afford a solid foundation for anything more. In Iowa it has been ascertained that there is a relation between the rise and fall of water in the rivers and the activity of sun spots. This rule has been strikingly illustrated recently. Early in the present year the Iowa River was low. With the approach of the maximum of sun-spot activity there were floods over the State. The chances, according to Dr. Charles C. Wylie, of the University of Iowa, favor high water again next year, but he frankly—and scientifically—says that one cannot make a definite prediction.

In this matter of sun spots and their significance history is repeating itself. First it is discovered that there is some connection between one set of phenomena and another. Just what the connection is eludes the keenest scientific intelligence, but little by little the secret is ferreted out. Science might not inaccurately be defined as a contest between the Sherlock Holmes of investigation and the mystery-making forces of nature. It is a detective story of mammoth proportions and practical consequences. That we shall some day solve in large part the mystery of the sun spots will not be doubted by any one who reflects upon the triumphs now to the credit of scientists.

BETTER JURY SERVICE.

For many years no judge in this country has ever missed an opportunity to reprimand laymen for their reluctance to serve as jurors. This form of judicial utterance has become stereotyped. The jurist begins by admitting that many criminals go unwhipped of the law and then proceeds to prove that the trouble lies in the unwillingness of men of higher intelligence to devote part of their time to serving the state in this important way. There is no disputing the fact that men in business—artisan and merchant alike—will go to almost any lengths to escape jury service. The reason for it is plain and the remedy equally so—it lies in the simplification of our jury services.

Justice W. R. Riddell, one of the oldest and most distinguished jurists in the Dominion and a member of the Appellate Division of the Supreme Court, informed the Crime Commission that he had never known a court to require more than thirty minutes

to get a jury in any civil or criminal case. The competency of a juror is determined in his own municipality before he is called. As he is not presumed to be prejudiced, he is seldom challenged for cause or subjected to further examination. It is not unusual in the Dominion, according to Justice Riddell, for men accused of serious crimes to be indicted one day, placed on trial the next and convicted in two days. It frequently takes us twice two days to get a jury. Our talesmen are more severely handled in many cases than the prisoner at the bar. The prisoner need not undergo the ordeal of an examination unless he elects to do so, but the prospective juror cannot escape. He must submit to a grueling examination, the chief object of which appears to be to prove he is stupid. It is small wonder that the average talesman conceives a contempt for this waste of time and tax on his patience. It is interesting to note that Canadians attribute the stopping of a crime wave which attacked Ontario three years ago to the direct methods of Justice Riddell.

TOO MANY STYLES.

In Great Britain the men's ready-to-wear industry has attained no such proportions as it has in this country but, such as it is, it has met with problems similar to those here. One of these is the tendency to provide too many styles in a season. Each manufacturer there gets out a number of styles regardless of those which his competitors are producing. The result is much diversity and a maximum of risk for all concerned from the producer to the retailer. To overcome the drawbacks incident to such a condition, a proposal has been made which, it is said, is being seriously considered. It is suggested that, before the opening of a season, designers from the different houses should decide on what should be the leading styles for that season and that these should be especially featured. Such reduction of the style range, it is declared, "would reduce production costs, ensure safety for the retailer in his buying, enable him to effect larger sales without incurring the losses due to 'dead' stock, permit the manufacturer to do as large a volume of business on a much-reduced holding of stock owing to the elimination of a number of styles, and speed up output at the factories and payments from distributor to producer." The matter is still in the tentative stage but it is said to have met with a fair amount of support despite the Britisher's habitual individualistic instinct. In this country the multiplicity of styles is more pronounced in women's than in men's ready-to-wear. In the last named merchandise the diversities are more apparent in the range of colors than in actual styles, due to the efforts of some makers of woollens to secure recognition by means of freakishness. This often results in some deluded retailers finding themselves with a lot of unsalable goods on hand. Perhaps concerted action might help out on this.

WOOLS AND WOOLEN GOODS.

Auction sales of wool have taken place during the past week in Australia and New Zealand. There have been some recessions in prices, but none very marked, and quite a fair lot of withdrawals. A somewhat similar condition is expected at the larger auction sales which were scheduled to begin in London last Tuesday when 136,200 bales were to be offered. Any advance in prices is deemed out of the question for some time because of the world's large stocks. The Australian clip is estimated at 700,000,000 pounds, about 15,000,000 pounds in excess of last year's. Argentina's wool exports for the season are expected to be considerably over 30,000,000 pounds. Increased yields are probable in all the other large wool-producing countries. Wool stocks in and afloat to the United States at the end of September were set down at 375,713,746 pounds, grease equivalent, with a number of factors failing to report. Of the last named quantity only 13.7 per cent. were carpet wools. Imports appear to be increasing somewhat. In the week ended Nov. 13, they totaled 5,976,486 pounds, of which 3,630,663 pounds were carpet wool. Transactions in wool in this country are comparatively few with prices barely holding. The goods market is fairly dull, except for some belated orders for overcoatings and a few for women's wear fabrics. Spring business still leaves much to be desired in both men's and women's weaves. Woollen manufacturers are bestirring themselves on designs for the next heavyweight season, while clothing manufacturers are active in pushing spring business with the retailers.

Would cheap and abundant power at his front door solve the farmer's problems and in time make agriculture so alluring that we should all be fleeing crowded cities in a rush back to the soil? We are naturally suspicious of agricultural panaceas or any other kinds of cure-alls, for that matter, but a plan outlined by Arthur Williams, of the New York Edison Co., before the American Academy of Political Science for the electrification of our farms has much in it that is of practical interest. It contemplates the expenditure of some six billions of dollars in bringing electric power to every farmer. Of the financing of this vast project, Mr. Williams said: "It could be accomplished by the collective effort of all who would be benefited, just as the construction of good roads has been financed. Highways must be provided for kilowatts and kilowatt hours." Utility companies are to be depended upon to supply the power over this great system which is to be constructed with public funds. This financial proposal is a serious flaw in the plan, but what is most interesting about it in general is that it would have appeared completely fantastic a bare decade ago; now the rapid extension of super-power systems over the country makes it seem no more than a prophecy solidly grounded upon present conditions. The use of power on modern farms is already increasing at a rapid rate.

OUT AROUND.

Things Seen and Heard on a Week End Trip.

Greater, more truthful, more reliable and more convincing than any argument possible for man to make upon the subject of Prosperity are the speeches now making and which have for a long time been coming out from the harvest fields, the orchards, the pasture lots and the shops, the mills and the factories all over the country.

Everybody is full of work, full of ambition, full of self-reliance and determination and, what is better still, full of caution, conservatism and careful thrift. Never before in the history of our Nation have our people been so thoroughly and so fairly and fully informed as to actual business conditions as at present. Never before has our General Government taken better hold of general business welfare; and the people, prompt to recognize honest effort and tangible satisfying results, are unafraid.

With our National Treasury telling Wall street to worry along alone at its own game and at the same time holding abundant funds ready where and when they are needed for the handling of crops, the farmers, the manufacturers, the merchants, and the banks with whom they do business, do not worry because some well-known manipulators of stocks are afraid that there is to be a panic.

The common people nowadays are nearly all "from Missouri" and by their ignoring of the traps of Wall street jugglers; by their careful scrutiny of all phases of their own businesses and their ready adjustment of their resources and liabilities, are holding a steady hand on the reins as they await the accumulation of new capital from the excess of growing farms and going industries.

Beyond all question there is at present a cautionary condition in the money market which has been developing for some time and which may continue for a while; but this condition is not limited to the United States of America and is not one result of the attitude of President Coolidge's administration toward the stall-fed financiers who are crying "Wolf" at the top of their voices. London, Paris and Berlin are affected equally with New York, and the explanation of high rates for money all over the world—which is accepted by the greatest among those financiers who are absolutely square—is that the demand in all lands for money to develop new enterprises—railways, canals, irrigation projects, maintaining industries, great buildings and the like—is greatly in excess of the supply. This does not mean a lack of coin and bank notes, so much as it means that there is great difficulty in obtaining the raw material, the labor and the machinery to create all these new works. Those who are promoting these enterprises desire to borrow the necessary capital of others through the form of banking credits and, finding those credits slightly curtailed, they bid higher for surplus capital by offering new securities cheap. And in order to buy these new securities holders of old securities are led to sacrifice them at re-

duced prices. In other words, the mass of securities, both old and new, competing for a market, is in excess of the combined demand for securities at former prices.

On the other hand, there is not today a single civilized community anywhere which does not produce annually not only all that is needed for its immediate consumption, but more or less of a surplus, so that while the present money conditions may temporarily check general business activity, they will not precipitate anything like a panic.

There is no adequate reason discoverable why the season of prosperity we have so long enjoyed should not continue indefinitely, and, until such a cause shall reveal itself, it is most unwise to make dire predictions as to what will happen next spring, next summer or next fall. At the same time it is wisdom now, as it always is, to act with prudence and to let conservatism prevail. Moreover, unusual caution should undoubtedly govern all who are doing business with borrowed capital. We should not strain our credit or lose our confidence.

We Americans have learned a whole lot as to business during the past two or three years and the best lesson has been taught us by Wall street. We know now that stockholders have cut very little figure in the handling of great enterprises during the past few years and, realizing this fact, we are not so ready to pose as holders of stock; we have learned to beware of the professional Kilkenny cat struggle in Wall street. We have learned that there are some privileges to which we are entitled at the hands of the railways and that there have been some impositions which they may not continue to inflict without let or hindrance and we have learned that public opinion is not always what the newspapers set up for us to believe without question. The American people have been taught to think, investigate and decide for themselves and, for this reason the combined, deliberate and surreptitious effort of the railroads to inflict surcharges and unjust exactions on the traveling and shipping public must stop or the public will know the reason why.

Some say the railroads will stop making improvements if we put a check rein on their present policy. Let them stop, we say, if further improvements on their part means further outrages for us. There will be a general panic? We reply that we do not fear or believe the prediction. The three-card game is in the air, the thimble-riggers are rounded up, the loaded dice are broken and the world wags on serenely, cautiously and safely—outside of penned up precincts inhabited chiefly by bulls and bears. There will never be a financial panic in this country again.

Things are developing all the time. In the city of Battle Creek is located the largest factories in the country engaged exclusively in the production of package foods.

Lansing, with its automobile interests, is going ahead with giant strides.

The greatest silk mills in the United States are at Belding. A visit to that

pretty little city is well worth the while of any citizens having the time to spare.

The city of Detroit is the greatest producer of automobiles and pharmaceutical preparations in the country.

And coming to my own beloved city, Grand Rapids, she is the Heart of the World in the manufacture of high and medium grades of furniture. In this city are also located the largest factories for the production of carpet sweepers; of gypsum preparations for decorative and sanitary purposes and of sticky fly paper. And our city stands sixth among American cities in the excellence and volume of halftone engraving and color printing produced.

To my mind the manufactured products of Michigan—of all Michigan—are so well, so widely and so favorably known, and they are being so widely managed, that we would better turn our attention to the undeveloped resources of Michigan. We cannot stand still; we must not go backward.

What are our undeveloped resources?

Well, for example, it is known beyond any question, it has been proven by boring tests that in Bay, Saginaw, Shiawassee and Gratiot counties there are upward of fifty millions of tons of good coking coal; that in Clinton, Eaton and Ionia counties are millions of cords of good sandstone; that other millions of tons of salt are there awaiting—what?

Two factors: Cheap power to do the mining and cheap transportation to get the products to market.

And we have both of these factors at our finger tips.

Geology tells us that during the glacial epoch the whole of Michigan was buried beneath several thousand feet of ice, which flowed in a Southerly direction; that beneath the flow clay, gravel and sand were deposited; that the direction of streams was influenced. Lake Michigan was a great glacier and Lake Erie was not in existence. The waters from Lake Superior and farther North came down from Lake Superior to Lake Huron and Saginaw Bay and, cutting a channel in a Southerly and Westerly direction, created what are now known as the watersheds of the Saginaw, the Shiawassee, the Maple and the Grand Rivers.

The late Prof. Alexander Winchell, L. L. D., Michigan's State Geologist, told of these things in a report he made in 1872 and said that the waters thus grinding their way across from Saginaw Bay to Lake Michigan found an outlet to the Mississippi River and so to the Gulf of Mexico by way of what he called the "Chicago Outlet."

Prof. Winchell said that the Grand-Saginaw Valleys constituted a natural waterway from Lake Michigan to Saginaw Bay and that at no point between the lake levels is there an elevation greater than eighty-two feet to overcome.

Lyman E. Cooley, probably the greatest of American hydraulic engineers, says that the route is entirely without an engineering problem as to its being transformed to a waterway twenty-one feet deep.

The State of Ohio is preparing to build two deep waterways from Lake Erie to the Ohio River; New York

State and Pennsylvania are planning to build a deep waterway from Lake Ontario to Pittsburgh; Indiana is planning to build one waterway from Toledo to the Ohio and another from Lake Michigan to the Ohio, and both of them deep channels; Wisconsin is planning to build one from Green Bay to the Mississippi. Infinitely greater than all these is the project to make the Great Lakes literally arms of the sea—navigable branches of the Atlantic Ocean—by shutting off the theft of Lake Michigan water by Chicago and diverting the flowage to its proper and natural channel via the St. Lawrence River.

Where will the cities and villages of Central Michigan find themselves in this revolution?

Mr. Cooley says the Grand-Saginaw route is the best one in existence for a trunk line waterway, and that if it is built it will be tapped by laterals to all points in Central Michigan.

But that is not all. If it is built we will get the cheap power and the cheap transportation to make and market our coal, our salt and our sandstone, now unavailable; it will reclaim thousands of acres of land not now on the tax rolls; it will protect scores of cities and villages from overwhelming losses by floods each year; it will bring the ocean ports to our very doors and it will make a continuous, prosperous, industrial center of all Central Michigan, able to compete with all the world.

We cannot stand still, we must not go backward. We cannot afford to stand idly by and see Ohio, New York, Indiana, Illinois and Wisconsin steal away our opportunity. We must wake up and look ahead. We must see the situation as it will be twenty-five years hence, according to how the people of Michigan decide and act during the next few years. Our manufactured products will compare favorably today with those of any commonwealth; but there is a National deep waterway policy alive and we will lose our prestige, our courage and our hopes if we fail to get in quickly and surely on that policy.

E. A. Stowe.

Opinion of a Gothamite on the Tradesman.

New York Nov. 20—You have had so many good things said about your publication that there is no need to add to them, but you may be interested in the following:

I was at one time associated with P. A. Howard in the publication of the Ben Franklin Monthly, a printing trade journal published in Chicago. Mr. Howard has since sold that publication and now publishes the American Paper Merchant. Incidentally, Mr. Treadwell was also associated with Mr. Howard.

At any event Mr. Howard came into the office to-day and he suggested that there was a very excellent paper in Michigan I should get in touch with.

"Every place I go in that State I see that paper," he said. "I've had to wait in general stores and hotels all over the State and I've found it everywhere and they all swear by it. I don't know how it's sent out, but it must be free to reach everybody as it does. Why don't you write them?" he concluded.

I grinned and said, "Was this the sheet?" showing him a copy of the Tradesman.

"Yes, that's it."

Then I told him I had beaten him to it.

C. J. Nuttall.

SHOE MARKET

Shoe Dealer Held Responsible For High Heels.

Donw in Virginia, a few weeks ago, in a town not far from Norfolk, a fourteen-year-old girl entered the store of a retailers' association member and selected from the show window a style and pattern of 14/8 full-breasted heel slippers, paying the price asked, \$5.95, in cash after she had been fitted by a saleswoman. Nothing at all unusual in this transaction, thus far; but it so happened that the young purchaser wore this pair of slippers to a ball, or dance, on the night of the purchase and, in some way, sustained a fall during the evening's festivities, spraining her ankle.

The following morning at 8 o'clock, the father, mother and the girl, with a friend who is a notary public, were waiting at the shoe store. There was fire in their eyes and a "no quarter" atmosphere about them. They demanded a refund of the purchase price of the slippers the girl had bought, on the ground that the establishment had no right to sell a fourteen year old girl a high-heeled pair of slippers. At the same time they showed the slippers, one of which had a break in the shank.

The shoe store proprietor was not to be intimidated so easily and the case was tried before Judge Harris, of Hilton Village, Virginia. This judge, who presides in one of the lower courts there, gave his decision against the dealer, claiming that he had no more right to sell a fourteen year old girl high heeled slippers than a vendor of liquor in the old days had a right to sell a minor whisky.

The amount involved in the decision of the case was, of course, the smallest consideration, as it entailed only the court costs and the purchase price of the shoes, which was promptly refunded to the claimant. However, the principle involved and the dangerous precedent of the judge's decision were factors which moved A. M. Smith, president of the local Shoe Retailers' Association of Norfolk and vicinity, to write, as soon as he learned of the case, to George M. Garman, president of the Pennsylvania Shoe Retailers' Association, saying he would appreciate some legal investigation of the matter by the attorney of the Pennsylvania Shoe Retailers' Association, or the attorney of the N. S. R. A., or both, in order to reduce what he considers as an altogether unconstitutional decision to a point of fairness and justice to the general shoe retail trade, thereby eliminating a recurrence of such decisions. Mr. Smith wrote the believes, as a shoe dealer, that no person is compelled by law to restrict his sales to certain heights of heels, nor does he believe that there is any law covering that phase of the retail business.

The case was thoroughly discussed by the executive committee of the Pennsylvania Shoe Retailers' Association and President Garman, after the committee had deemed it advisable to report the case to the National Association, wrote Mr. Smith, of Norfolk, that he had reported the most singular,

unfair and ridiculous case ever tried before a judge, whose decision, he added, surely was absurd and unconstitutional. As neither plaintiff nor defendant had been represented by an attorney, he suggested that the case be taken up on a certiorari to the higher courts and asked that Mr. Smith obtain the opinion of a local attorney on this phase of the Virginia law.

"If possible," wrote President Garman, "Judge Harris' decision should be reversed. If not, we must take such action as will eliminate a recurrence of similar decisions. An issue should be made of the case for the good of the craft."

Mr. Smith in reply wrote that on investigation he found that since the case had been "judiciously disposed of" by the defendant complying with the court order, and failing to note an appeal within ten days, he is precluded from the remedy as provided by the Virginia state law regarding appeals.

However, on instruction, Calvin J. Mensch, managing director and secretary of the Pennsylvania Shoe Retailers' Association, has written to George M. Spangler, manager of the National Shoe Retailers' Association, enclosing copies of the correspondence and stating: "Our committee deemed it wise that an issue of this case be made by the National, showing evidence of good faith and interest for the good of the craft. We cannot permit a decision to ride like the one handed down by Judge Harris. We believe it a service due the craft that a case of this kind be taken up by the National and prosecuted to the bitterest end. If unable to carry the case to a higher court, possibly to create a case in order to get a test case before the court to prove that Judge Harris' decision was absolutely unfair and unconstitutional."

There the case rests for the present.

Financier and economist agree upon the desirability of more and better financial statements by corporations in whose shares the public has a practical interest. What Professor Ripley says in his Atlantic Monthly article Mr. E. H. H. Simmons, president of the Stock Exchange, said in pointed if less comprehensive fashion some months ago when he urged corporations to make quarterly statements. The United Steel Corporation set an example of clear and complete information from its very inception. At that time the expectation was that its policy would soon find a multitude of followers. But there is still much to be desired in this direction. The power of the Federal Trade Commission to compel corporations engaged in commerce to file sworn statements of their financial condition has been challenged in the courts. Professor Ripley hopes that this grant of authority will be upheld and he regards its exercise as the most effective remedy for the present lax state of affairs. He mentions an alternative, however, in the independent audit, made at the expense of the corporation under the supervision of the stockholders. This method has legal sanction in both Great Britain and Germany. One thing is certain—in

definite neglect on the part of important corporations to issue proper statements voluntarily will incite measures for their compulsory publication.

When the British Imperial Conference reached the question of the defense of the empire an interesting situation developed. No citizen of the British Isles doubts the need of a great navy. That is Britain's one accepted fact. But the discussion disclosed a difference among the dominions regarding their responsibility for the upkeep of the empire's navy. The Australasians favor more liberal contributions than heretofore. The reason for this feeling is the determination of Australia and New Zealand to keep out the yellow races; in their view the proximity of the aggressive Japanese constitutes a danger that calls for a strong naval force. Canada's position is interesting and peculiar. The French Canadians are opposed to naval armaments of all kinds. They can see no reason for taking a peaceful French farmer and making a fighting sailor out of him. The English Canadians incline to the view that while Canada enjoys the protection of the British navy the dominion should be willing to help maintain it, but they are in no particular hurry about contributing money so long as the Monroe Doctrine remains in force. This consideration suggests the question of how great a part the Monroe Doctrine has played in keeping the armaments of North and South America from becoming as burdensome as those of the European nations.

If we were asked to name the greatest dividend producer year in, year out, we would unhesitatingly place good nature at the head of the list. Good natured people get things done, and it is only deeds accomplished that ever pay. Even though we must never forget that the foundation laid by intelligent thought gets the machinery going, it is good nature that keeps it oiled.

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It is estimated that the freight bill on forest products hauled into Michigan now is about \$15,000,000 per year.

From that fact you can understand that we need forests; that we pay the freight because there is a tremendous need for the stuff the forests can supply. Forest products of a similar quality can in large measure be grown on land in our State. There are millions of acres adapted to such use and nearly a million acres of it in the hands of the State.

The problems arising from this condition are considered as questions of land conservation—the use of land in a way to make it productive and the ultimate goal is to have the land grow the utmost possible of quantity and quality of timber that the science of forestry can secure on the soil used.

You have many complex problems and matters of business to handle and with all that you have the idea of good wishes for the progress and welfare of the community in which you live and I ask that you turn your attention definitely to this public problem and let the facts help you to decide for competent control of land conservation in our State; that you definitely take a stand for public action that shall secure the inception of a comprehensive plan for use of State land under guidance of a trained leader; that you definitely help to make your good wishes come true.

You can understand that unused land is a detriment to the State and likewise the loss from a do-nothing policy that allows inferior species to monopolize the soil.

Time is the vital element in securing timber production.

We lose and continue an increasing loss for years as long as such work is delayed. Past failure to enact measures in accordance with a comprehensive plan should be corrected and live action taken to ensure results.

Timber is a crop of fifty to 100 years growth. You, individually, may have little interest in that kind of deferred return, but you can take the time to consider and understand that for the State—the collective power of us all with all time at our command—the problem can and must be faced with a collective strength and a broad wisdom that can use adequately the accumulated experience of the ages.

Forests of white pine will grow in Michigan and the State should do such planting on all its land suitable for that species.

Such forests will produce timber of great usefulness and they will have much value for the subsidiary uses of recreation and favorable climatic influence and the stabilization of stream flow. On parcels favorably located for regional observation throughout the old pine land areas, smaller State forests should be established, where they will have definite value as instructive object lessons for the private land owners. We have need for these.

Quoting from "Studies in French Forestry," Chap. I, by Col. Greeley: "It is probable that the greatest public leverage upon the private owner to

keep his timberland productive has been the stimulus and example of the publicly owned forests, with their wide distribution throughout France and their high standards of technical practice."

We must plan along the same course and secure State forests large and small, widely distributed in order to lead private owners in proper utilization of forestry for the development of their land.

The State has its various powers to be used for the advancement of the general welfare. A natural resource like forest land held by the State should be actively employed to the best advantage.

The science of forestry is the best medium through use of which the State land can be made to produce adequate results. We need forest products and therefore the State should employ trained foresters working under a thoroughgoing plan to properly use its land to the fullest extent. We are hoping that private owners will find it a good policy to reforest their land. The most direct course in helping to accomplish this is for the State to use all possible of the State land for forest plantings and thus elucidate and show the way in all problems that will confront the private owner. The stimulus to confident private forestry will come from observations and technical guidance derived from the accomplished progress on State land.

Frederick Wheeler,

Vice-President Michigan Forestry Ass'n.

Mary's Appetite.

Mary ate a little lamb,
A lobster, and some prunes,
A glass of milk, a piece of pie,
And then some macaroons.
It made the naughty waitress grin
To see her order so,
And when they carried Mary out
Her face was white as snow.

Frenchmen have a real war on their hands. The Frenchwomen have inaugurated a new campaign to obtain equal suffrage, and this time it has already assumed formidable proportions. The women propose to tour France before Parliament opens, familiarize the people living in the country districts with their demands and then concentrate on both houses of Parliament when it resumes its sessions. The plan of campaign, as announced, indicates that it has been well thought out. The women propose to operate on the principle that Frenchmen are more susceptible to ridicule than anything else, so they have cleverly based their argument for the vote on the sentiment that "France is the only civilized country in the world which has not accorded the vote to women." It is a telling phrase in France. Frenchmen pride themselves on their gallantry toward women and revel in the belief that they are the leaders in all that goes to make up an advanced civilization. If the women persistently twit them with being neither, the campaign must in time be successful. The fact that the successful leaders in the suffrage movement in this country are actively helping with both funds and advice augurs well for this new movement. Ridicule often wins where arguments, however just, fail to move.



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FINANCIAL

Bank Clearings Indicate Growth of City.

The bank clearings tell the same story of business growth in Grand Rapids as is found in the Old National Bank's compiled bank statements. The statements show that since 1890 the total bank deposits have increased thirteen times and that savings have multiplied by better than twelve. In the same period the bank clearings have increased between eleven and twelve times. The Clearing House Association was organized in December, 1885, and the clearings the first year were \$21,428,206. In 1890 the total had increased to \$38,286,226. This year the total will be about \$445,000,000, a little short of twelve times increase. In other words the clearings now are running per month what they were for an entire year in 1890. Here are the figures at five year intervals down to 1915 and then by years:

1926	-----	\$445,000,000*
1925	-----	\$415,172,211
1924	-----	\$363,087,183
1923	-----	\$344,740,022
1922	-----	\$316,745,254
1921	-----	\$294,855,236
1920	-----	\$352,898,673
1919	-----	\$290,330,182
1918	-----	\$265,910,976
1917	-----	\$247,968,728
1916	-----	\$227,507,740
1915	-----	\$175,419,457
1910	-----	\$137,738,064
1905	-----	\$105,655,846
1900	-----	\$ 62,706,383
1895	-----	\$ 42,552,377
1890	-----	\$ 38,286,226
1886	-----	\$ 21,428,206

*Estimated.

It is interesting to note how vividly the clearings reflect changing business conditions, even more so than the record of savings and total deposits. In time of depression, when business is slack and industry slows down, the clearings indicate that money is not moving with the old activity. When clearings show marked gains, then times are good. The clearings for 1920 made new high records, for that was the boom year when everybody was prosperous. And then came the 1921 deflation. The record shows it took us about three years to get back to the boom year level. Now not only are we back, but we are nearly 30 per cent. ahead. This year the clearings show a substantial gain for the first six months, as compared with the same period last year, but the last half will not be quite so favorable with a tendency to conservation. This apparent easing off, however, may be due in part to the reduced number of banks.

The great increase in clearings is due, of course, to the increased volume of business, but it would be interesting to know what influence changed general conditions and different business methods have had on the figures. Back in the early '90s, ten and twelve shillings a day was the wage for common labor; to-day the minimum common wage is about what the maximum skilled labor used to receive, while skilled labor may receive for a day

what common labor drew down for a week. In the '90s the check book was scarcely known in the ordinary homes; now the home without one is almost the exception. In the '90s the farmer with a bank account was a rare bird, but the farmer to-day can draw his check as easily as can the city man. More business is done by check than ever before and, no doubt, this swells the clearings. But the clearings nevertheless reflect business conditions as nothing else can. And Grand Rapids continues to be on the rise.

Speaking of bank clearings suggests that the Clearing House Association is not in its old and happy frame of mind, harmonious inside and out. When the Association had more members, if questions of methods or policy arose, it was always possible to obtain a majority, one way or another, and whatever a majority said was binding on all. Now there are only four banks in the Association and when they split two and two the factions may each go its own way with full claims to regularity. The banks last spring developed an equal break in the matter of keeping longer business hours, the Grand Rapids Savings and Grand Rapids National favoring and the Old National and Kent State against. As a compromise, they all agreed to give the longer hours a trial. The trial was for two months and then the Kent State and Old returned to the old schedule, leaving the others to their longer hours. The situation still shows the lack of harmony and how long it will last and whether it takes on new phases remain to be seen.

Beautiful Tribute To Two Worthy Citizens.

The Old National Bank paid tribute to its senior directors, William R. Shelby and Wilder D. Stevens, Saturday evening with a complimentary dinner at the Kent Country Club and 200 or more of the city's best known business men and financiers joined in paying them honors. It was a happy function with few precedents in city history. Mr. Shelby has been a director in the Old National for 47 years; Mr. Stevens since 1899. Both are of Southern birth—Mr. Shelby in Kentucky 84 years ago and Mr. Stevens in Virginia two years later. Both are of the old time gentleman type—courteous, kindly, honorable to the last degree and their high ideals and fine ethical standards are imprinted in the methods, policies and history of the Old National, and have influenced the commercial life of the city. Mr. Shelby came to Grand Rapids in 1869 to represent the Continental Improvement Co. and it was his energy and executive ability that made it possible to complete twenty miles of the Grand Rapids & Indiana Railroad, from Cedar Springs to Morley, in sixty days, in time to save the expiring land grant. He became a permanent resident of Grand Rapids in 1871, and Grand Rapids has never had a more useful citizen. It was under him that Northern Michigan was opened by the construction of the railroad to Petoskey, then to Mackinaw.

Mr. Stevens came here in 1854, and a willing youngster in his uncle's

Grand Rapids National Bank

The convenient bank for out of town people. Located on Campau Square at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

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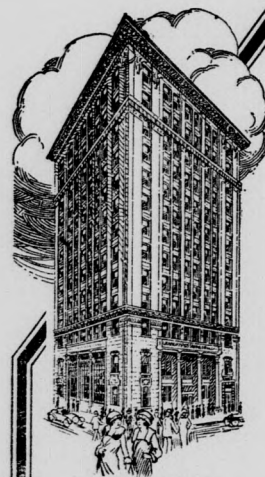
\$1,500,000

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GRAND RAPIDS, MICH.

Kent State Bank

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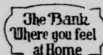


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OUR OBLIGATION

We realize at all times, that it is the duty of this institution to do everything to conserve, protect and promote the interest of its patrons.

We solicit and accept patronage, fully cognizant of the trust which is reposed in our own judgment and integrity.

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hardware store, was doing up shingle nails before those of us under 65 years of age were born. Within his memory the first steam railroad came to Grand Rapids as a connecting link with the outside world, succeeding the stage coach and river boat. He saw kerosene take the place of sperm oil and the candle and then the coming of gas and electricity. He saw the city's first street cars and the passing from horse power to cable and then to electricity. The telegraph, the telephone, the phonograph and the radio were novelties each in its turn during his life. He has seen the passing of the ox team and the horse in favor of the automobile and truck. Not a building remains in the down town district that was here when he entered business; he has seen Grand Rapids in the making. He has seen the city streets pass from dirt to cobble paved, then to Cedar block, asphalt and brick, and city water and city sewers are within his memory. From the same store windows he has seen the soldiers march away to three wars. The pageantry of the years has passed his door from village to small town, from small town to metropolis, and during all these years Mr. Stevens has been always the same—the same in character, principles and spirit—ever useful as a citizen, helpful as a friend and a living example of honorable success.

Growth of the Christmas Savings Plan.

The American Seating Corp. has increased the dividends on its no par common stock from \$2 to \$3 per share and for next year will pay an extra \$1 per share. The quarterly dividend, payable Jan. 1, will be 75 cents regular 25 cents extra for the common and 75 cents regular for the preferred. The common stock has advanced on the New York Curb from around 37 to 45 since the publication of the very satisfactory earnings statement two weeks ago. The preferred, which is convertible into common is following the advance.

The Electric Refrigeration Corp., in which the Leonard Refrigerator Co. is an important unit, shows earnings of \$4.57 per share for the first nine months this year, which compares with \$3.52 last year. The company, it is expected, will soon make an offering of \$2,000,000 six per cent. bonds to finance plant improvements here and in Detroit.

The local banks will sugar off their Christmas clubs early in December and this will be one of the big events in the business year, releasing a flood of good money for Christmas shopping. The disbursement in this city will be about \$1,250,000, which is a substantial increase over last year and the number of participants will be about 25,000, in amounts from \$12.50 to several hundred dollars. The Christmas club was devised sixteen years ago as a plan for spreading the high cost of holiday good will over the year instead of having it bunched. It contemplates regular weekly payments, which range from 25 cents up to \$10 or \$15 and in some instances, even more, but with \$1 as the average. In practice the plan is not only an easy way to provide for

the Christmas bills, but it is a great encourager of systematic saving, and the bankers say that members who once acquire the habit never get over it. In this city the first bank to adopt the plan is said to have been the old Peoples Savings, with the others rapidly following as the results appeared. The Old National is the only bank which does not have a club now, but the Old National will get in line next year. In the country it is estimated 7,600 banks have adopted the idea and this year their distribution will be \$398,268,000, an increase of 27 per cent. over last year. A large part of this money will be for Christmas shopping, but insurance policies, interest payments, and other fixed charges will share in the treasure and probably a third will go back into the bank or into investments as permanent savings.

Excess Cotton May Be Worked Off Automatically.

Apprehensions over the ability of the country to work off a 17,918,000 bale cotton crop, without completely demoralizing the market in the commodity, arose partly from a fear that the future acreage could not be successfully cut down. Obviously the big 1926 acreage is a factor in lifting production to a new record but it is not so important as the abundant productivity this year of each individual acre. On the basis of the Government figures about 47,207,000 acres of cotton will be picked, or more than ever before, but the enormous rise in output must be explained essentially not by the jump in acreage but by the jump in yield per acre.

The yield for the 1926 crop is reckoned at 181.4 pounds for each acre, on the average, which sets a new high since 1914 when the previous record of 16,200,000 bales were picked. Fortune may not play so favorably into the hands of the grower in another year. During the current season growing conditions have been ideal and the insects appear to have taken a holiday. Not in twelve years has the planter enjoyed so satisfactory a combination of forces to aid him in turning out a handsome yield. It is reasonable to suppose that the 1927 acreage will be reduced but even in the event that no change is made the production could be materially lowered by anything that might reduce the yield.

If instead of a yield this year of 181.4 pounds per acre the yield had been 124.5, as it was in 1921, the cotton market would not now be confronted with any serious surplus problem. That reduction in yield per acre alone would have cut down the 1926 production by 5,382,000 bales. In estimating the size of a cotton crop emphasis too often is given to the number of acres to be harvested whereas not enough thought is given to variations in the yield which, by its sharp drop from 178.4 in 1920 to 124.5 in the next year, is what so swiftly cut down the 1921 pickings.

In storing 4,000,000 bales of the 1926 cotton crop, or helping the South to do so, President Coolidge's cotton committee has this in mind. It believes that next year, or in some sea-

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\$25,000. Lake Worth, Florida, 6% General Improvement bonds due April 1, 1935, denomination \$1,000, principal and interest April and October 1st payable at the Hanover National Bank, New York.

FINANCIAL STATEMENT

Assessed Valuation	\$30,000,000.00
Total Debt	2,147,250.00
Less Water Debt	\$443,250.00
Less Sinking Fund	233,649.10
Leaving Net Debt	1,470,350.90

Population, official estimate 12,000.

Opinion, Caldwell & Raymond, New York

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These bonds are a general obligation of the City of Lake Worth, Florida, which adjoins West Palm Beach. We believe they provide an attractive investment and if interested please wire or write us

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son in the future, growing conditions will be worse and the insects will do more damage, or something will happen to lower the yield per acre even without any appreciable diminution in the total acreage planted. When that year comes the lowered yield will so cut down production as automatically to solve the problem and enable the grower to move his non-perishable commodity. Of course the storage plan will not lift these 4,000,000 bales out of the market permanently, and therefore its adoption will not restore prices to old levels immediately, but it can be worked to insure a greater degree of stabilization than would be possible without it.

Paul Willard Garrett.
[Copyrighted, 1926]

Downward Trend Accelerated by Drop in Farm Products.

Another moderate drop in the commodity curve is registered to-day in the weighted index of the Bureau of Labor Statistics which gives the October average as 149.7 or fractionally under the September level. Commodity prices the world over have been falling for two years and since early 1925 the trend in this country has conformed to that elsewhere despite the country's unprecedented business activity. Ordinarily an acceleration in trade stimulates or accompanies a rising price level but in the present instance the world influences at work for lower commodity values have offset domestic forces that in themselves might have lifted prices. In the fresh evidence that commodity prices still are slowly but surely declining is nothing so very new but the October compilation does reveal some interesting and significant adjustments deserving of study.

Since a year ago the general level of wholesale prices has dropped in excess of 5 per cent., or from about 158 to 150, but the different groups have not shared equally in the downward adjustment. It is this constant tendency of the different major groups to get out of step as prices rise or fall that causes the disturbance in any general price movement. If in the rise or fall all groups could be made to gain or lose in precisely the same proportion the business world would not much concern itself over general fluctuations in the price curve. It so happens that in the downward movement of the last year and more the group that has suffered the most severe loss, farm products, is one that could least afford loss.

Whereas the general level of prices in the last year has fallen roughly 5 per cent. the farm products group has dropped over 10 per cent. or from 155 to 139. It was the separation of the agricultural and the non-agricultural groups in 1921, or rather the decline in agricultural purchasing power that this separation reflected, that accentuated the mild depression of the time. Gradually the rise in agricultural products corrected the maladjustment and up to even a year ago the general price level and farm products stood approximately in the same relative position with respect to their pre-war basis but now the price of commod-

ities that the farmer has to sell have again fallen faster than the price of those that he must buy.

A rise in the price of coal that had been stimulated in part by the British strike has lifted the fuels group to a position of 184, or 84 per cent. above the 1913 basis, but except for that the building materials group still remains the highest of any in the Bureau of Labor Statistics index. At 172 that important list has reflected very little of the contraction in building activities and in fact stands nearly at its price level of a year ago. Of course these are the extreme changes of the last year and the outstanding feature of the moment lies not in the number of variations but in the increasing tendency toward price stability that is manifest on any study of prices over the last few years.

Paul Willard Garrett.
[Copyrighted, 1926]

Divisional Managers.

In the large stores, the establishment of divisional merchandise executives is becoming standard practice. Usually there are four main divisional groups—women's apparel and accessories, men's wear, piece goods and house furnishings. The chief end sought by means of the divisional executives is the co-operation between the various departments comprising each group so that each will work in the most effective manner.

Without the divisional merchandise executives it has been found that some departments were working against others, not intentionally but because they were not aware of what each was doing. Some departments, for example, were stressing price merchandise while others were featuring quality. Some were getting too much attention and others not enough. In other instances, fixed store policies were not carried out as they should have been. These and similar problems have been successfully brought into adjustment through the divisional organization, according to observers of trends in department store merchandising.

Fire Burns Sixty-Seven Years.

Excepting a few volcanos, probably the oldest continuous fire on earth is in the coal mine at Summit Hill, Pa., which has been burning since 1859, despite more than three million dollars spent in efforts to put the fire out. It is believed to have started from live embers in ashes which were shoveled into an empty coal car in the days when coal cars were made of wood. The car caught fire from the embers, spread to the timbers in the mine, and finally to the coal vein. This most destructive and famous of mine fires in the United States is estimated to have consumed more than fourteen million tons of coal in the sixty-seven years. And it is still burning.

An inventory is a diagnosis of business health.

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(Incorporated)
Investment Bankers
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MAKE LIFE INSURANCE CRYSTALLIZE YOUR FORESIGHT

The great stride of the American people in developing our resources is a result of foresight and the desire of each generation to better fit the coming generation to carry on our progress.

If every American has the foresight to look after the health and education of his children, the better fitting them for their life's work, this foresight is bound to benefit the community in which they live, as well as our nation at large.

The man of moderate means can best accomplish this purpose by carrying adequate life insurance to assure the education of his children and the care of his family.

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Colored Girl Took First Prize.

Gloria Langford, a little colored girl of 12 years, won first prize with this effort in an essay contest held in the Nyack (New York) High school during Fire Prevention Week this year. She is not, perhaps, another Nathalia Crane, although it is said that she does all her school exercises in rhyme. The following verses she wrote in class, in 45 minutes, without the aid of notes:

You'll probably laugh and joke with me
And probably think me queer,
When I say that our old U. S. A.
Burns millions of dollars a year.
But say what you will or think what
you please,

The statement I've made is true;
And more than that, this fearful loss
Is borne, alas! by you.

You'll probably frown and shake your
head

And say I've had no loss by fire,
But do you know that this awful waste
Makes the cost of living higher?
And every loaf of bread you buy
And every pair of shoes,
Has added to its purchase price
The fire demon's dues?

Let's join in one great phalanx
And fight this to the end;
Make Fire our humble servant
And our devoted friend.
First hunt up all his colleagues
And place them in a row,
And see how we can curb them
Before we forward go.

And lo! here come the matches
Seven hundred million strong;
Just those used in a single day.
Let's put them where they belong—
Up out of the reach of children
And away from intense heat;
This done we've won a battle
Toward the enemy's defeat.

And here are the careless smokers
With cigars and cigarettes,
And see their careless actions
As safety rules they forget.
And they are supposed to be sensible,
Most of them good and chaste,
But they throw cigars that are lighted
Into baskets of flammable waste.
And if by showing and telling
We convince them of their wrong,
Another line will be written
Of the fire victory song.

Then comes the piles of rubbish,
Dry leaves and oily rags,
Old clothes and ancient papers
And many dirty bags.
These crowded well together
Will cause a firemen's scene,
And all you need to conquer these
Is a home from rubbish clean.

I think we have all the marauders—
Oh! here comes one sly and thin,
And with a grin on his ugly face
The demon Carelessness comes in.
Now if we dispense with this fellow
Our further success is assured,
Because if we overcome Carelessness
All danger of fire will be cured.

So learn a little caution,
And also some common sense,
And a safer, saner country
Will be our recompense.
Let's gather together an army
With these words as slogan true—
Just the two good words "Be Careful!"
And we'll see what we can do.

We'll stop this wanton wasting
Of money and human life,
And with our faces forward
We'll enter into the strife.
We'll conquer the monster's army,
We'll humble him down to a slave,
And our triumphant army's song
Will be "To Conquer and To Save."

**General Motors Action Evidence of
Faith in Future.**

What gives significance to the ac-

tion of the General Motors Corporation, in declaring another extra dividend at this time, is a refreshing faith in the future of business that it reveals on the part of its directors. At least that is the aspect of the move that impresses Wall Street just now more than the prospect of another \$4 extra cash payment. So far as its influence on sentiment goes the step should help to offset any disappointment that certain business prophets may have had over the failure as yet of the United States Steel Corporation to make a larger distribution. Alfred P. Sloan, jr., president of General Motors, himself says that the decision of his board to pay out \$34,800,000 extra in cash "is the best possible evidence" not only of the sound position of the Corporation but of "the confidence of the directors as to the future."

It is nevertheless interesting to turn back the pages of recent history for the dividend action rounds out a chapter in the corporation's development that reads like a romance. Here is a great American enterprise that has, by a rare combination of management ability and energy, swelled its net profits since the war more than 900 per cent. Even this does not reflect the true growth for in rising from \$14,800,000 in 1918 to \$149,300,000 in the first nine months of 1926 net earnings have increased by that ratio and the computation does not allow for all that will be added in the last three months of the current year.

Within about a year the General Motors Corporation will, when the new extra disbursement is made, have paid to its stockholders a regular annual dividend of \$7, three extra dividends or \$13 in cash and enough more in cash to those that received the benefits of the 50 per cent. stock dividend this year to total \$23.75. It is a reward larger than comes to the average stockholder within so short a period but in its extraordinary rise to prominence through constructive efforts in motor building the General Motors Corporation has set a new pace in an industry that in itself has contributed no small part to the country's prosperity in the last two years.

When at the end of 1926 the new cars of the year are counted it will be found that one in every three or four bears the name of a General Motors maker. Present estimates indicate that the total production for this year will reach 4,500,000 units or thereabouts of which no fewer than 1,250,000 may be the product of this great organization. If these calculations are borne out the General Motors Corporation may, in other words, claim as its product about 28 per cent. of the country's output for the year. Presumably the directors entertain the hope, based on practical reasons for a fulfillment, that the industry may reasonably expect continued activity in 1927 and therein lies the contribution of the new dividend to the business prophets.

Paul Willard Garrett.

[Copyrighted, 1926]

The Thirst of Vengeance.

"Willie, what is your greatest ambition?"

"To wash mother's ears."

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The Net Cost is **30% Less**

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GREEN & MORRISON—Michigan State Agents

Wholesale Slaughter of Animals Not Sport.

Grandville, Nov. 23.—The North country is now full of hunters seeking sport in the slaying of the antlered deer and varied feathered wild life which the law has laid open for the sportsman's rifle. The English have their fox hunting, which they dub sport, as the American has his deer shooting amusement.

Go out with me in these autumnal days, look over the fields and forests, then look up at the smiling sun, the fleecy, floating clouds, and say if you will how you thrill at drawing bead on a sleek red deer and shoot to kill. Is it a pleasure to rush up to a fallen wild animal, draw out your hunting knife and slash its throat as a finishing touch to the day's sport? How many do you imagine of the red deer escape immediate death to hide somewhere in the swamp and slowly and painfully gasp life away because of a fatal wound inflicted by man? Some there certainly are, and in the chase and slaughter man is delirious with pleasure, calling it sport.

Sport to kill? The great creator who gave life and joyful modes of expression to these wild creatures, could not have had it in His heart to doom these flying, running, swimming dumb creatures to the slow torture of death by rifle inflicted wounds. Where is the sport in all this killing?

Doubtless you say that these wild creatures were created subject to the whim of man; that it was optional with him how and when these lesser creatures passed out of life unto death. This is possibly true, and yet how illy such an idea comports with the thought of that Great Overpower who created the heavens and the earth. Man takes upon himself far too great responsibilities where the life and death of his dumb friends are concerned.

Man can take life but he cannot give it; only God can do that. The forest trees speak in a tremendous voice of the power the great I Am. And yet it requires a hundred years of continuous growth to finish a tree which the hand of man can destroy in one hour.

Did you ever think when your ax felled the giant tree of the woods, that you had killed within a few minutes what it took the Creator of the heavens and the earth a century to build?

When you hear puny man contending that there is no proof of a God, point him to the grass, the flowers, the trees and ask how they came. As for things miraculous let him go out in his own little garden and look around. Three months ago, in early spring time, he took from a shelf in the seed apartment of the cupboard a few dry little yellow seeds. These he proceeds to bury in the soil and awaits results. From a single melon seed, which has lain possibly half a dozen, yea a dozen years, in that cupboard as dead as the proverbial door nail, there comes forth a sprout which elongates into a running vine from which blossoms and fruit spring into being as by magic.

The vine produced by a single seed, which has lain dormant for years, bears several plump, round cantaloupes, within the rind of which not only a sweet honeydew of melting pulp greets the taste, but a hundred yellow seeds are full grown. Add this to several other melons from the same vine, with still hundreds of other seeds, and you have the miracle of the multiplication of that spring planted dried single seed a thousand fold, and all this in the space of a few short weeks. Can you explain this, Mr. Man, who sneers at omnipotence and the greatness of created things?

Nature stands forth in all its fathomless glory to refute the unbeliever in that divine power which is over all and

in all from earliest time down to now. As a boy I recall with what trepidation I made my first bow to the public from the rostrum of a small backwoods schoolhouse, and in hesitating accents proclaimed the fact that "you would scarce expect one of my age to speak in public on the stage." A little further on I proclaimed the fact that "large streams from little fountains flow, tall oaks from little acorns grow."

The stammering schoolboy uttered a striking truth. Years afterward, walking along the river bank, pausing under a giant oak, I gathered a mass of "little acorns" in my hand, and stood looking from these small seeds upward a hundred feet into the bushy top of a century old monarch of the woods. It required but a momentary thought to comprehend the majesty of it all. Doubtless there was near a peck of these little acorns scattered at my feet, each little acorn being a potential giant oak.

Was there not something in this to rouse more than a passing curiosity in my brain? When one contemplates the awful grandeur of creation he is minded to take notice of his own shortcomings. We have read of myths and miracles of the past and set these recitals to the old wives' tales of a by gone age. But are they?

Life is one of nature's great mysteries. Death is another mystery of which we know as little. We are in the midst of the hunting season, wherein man goes out seeking sport in and through the suffering and death of many of God's creatures. Wherein lies the sport in depriving others of that life which we can in no way produce.

It would not be right, perhaps, to curtail all killings, yet it seems hardly justifiable to dub the wholesale slaughter of God's dumb creatures as sport. Old Timer.

Fresh Pork Shoulder.

A fresh pork shoulder can be used to advantage economically as a substitute for pork ham or pork loin in a number of ways, but particularly for roasting. Among the shoulder cuts that are well adapted for this purpose is a cut known as New York Style Shoulder. It is made by cutting the shoulder from the side of the hog between the second and third rib, leaving the shoulder 2 or 2½ ribs wide; butted one inch from the blade bone; trimmed smooth; neck and breast flat; cut off and foot removed above the knee joint. They are made in various weights, and may be had from 8 pounds or less up to 18 pounds. The smaller sizes are the most desirable for family use. The skinned shoulder, which is preferred by many, is cut similar to New York Style Shoulders, and in addition the skin is taken off down to the shank and the fat trimmed off close to the lean, and may be had in various weights from 6 pounds or less up to 16 pounds and over. At the present high price of pork, the skinned shoulder will make an excellent substitute at a considerable saving in cost. It is well to select one that is fairly lean. This may be boned and tied, and the pocket, left when the bone was removed, stuffed with dressing and roasted like ham or loin. Another advantage of this cut is that if for some reason or other it is desirable to use only a part of the shoulder it can be divided in the center, leaving the shank end for roasting or boiling and the butt end for frying, fricassee or dumplings. It is from the butt end

that Boston Style butts, or boneless butts, are made. Dumplings made with this cut taste almost like those prepared with chicken. In fact, pork is often used as a substitute for chicken. One method is to roast a piece of lean pork in the same pan when roasting chicken. The pork will absorb the delicate flavor of the roasting chicken, and when carefully served the taste and appearance will closely resemble chicken. While all retail shops may not carry skinned shoulders, your butcher will be pleased to get them if he has trade that wants them. The butt end of the skinned shoulder may be used for chops and will prove satisfactory. As far as food value is concerned the shoulder will be every bit as good as the more expensive cuts, such as loin and ham, and when the New York Style Shoulder is boned and tied it will slice very nicely and will prove satisfactory in many ways.

Meat as a Part of Our Daily Diet.

Experts in nutrition investigations find that the food habits of peoples living in the temperate and warmer regions of the world, where animal and vegetable foods are both found in abundance, and where there is opportunity for choice, show that, while vegetable foods—cereals, succulent vegetables and fruits—compose the greater part of the bulk of the diet, animal foods—dairy products, eggs, meat and fish almost invariably enter into the bill of fare. For many reasons it seems fair to conclude, with the majority of physiologists, that this widespread habit is the result of experience and that it has its foundation in bodily needs. From earliest times, in fact, man has used animal foods, and his whole body structure is adapted to the use of such articles of diet. Though some, for various reasons, do not favor the eating of flesh, the consensus of opinion among physiologists who have given special attention to the subject is that flesh foods are a wholesome and normal part of the diet. Of course, it is possible to overeat of these foods, but so it is to overeat of such foods as butter or olive oil, for example; so in meat eating, as in other food habits, moderation is desirable. This is particularly the case for those who live sedentary lives involving little muscular work. Such people naturally select and seem to need less meat and other foods than those who lead out-of-door lives and do hard, manual labor. The man of sedentary life, if he has the food habits of the average American family, would ordinarily take a moderate portion of meat or fish—a chop or cutlet or a slice of roast beef once a day, or a somewhat larger quantity divided between two or all three meals. Such quantity would weigh from 3 to 5 ounces, an amount certainly not large. The heartier man, who leads a vigorous life in the open air would naturally relish more meat just as he would want more bread, butter and other foods than the man with little active work. The fact that some persons eat more meat than the circumstances of their lives demand should not be taken as an argument against meat eating in general.

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The best all purpose flour.

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The best bread flour.

Look for the Perfection label on Pancake flour, Graham flour, Granulated meal, Buckwheat flour and Poultry feeds.

Western Michigan's Largest Feed Distributors.

My First Visit To the Valley City.

Grandville, Nov. 23—The settlement of the Valley City dates back to about the time of Chicago's breaking ground as a white man's town. The two cities are twins, so far as the starting out in the world goes. We of the lumber woods viewed Chicago with no more reverence than we did Grand Rapids. Chicago's 32,000 people were little less impressive than the Rapids 8,000.

Muskegon, with its few hundreds, cut considerable figure also, besides the roads along the river were much more pleasant with their sands than the ruts and mud of the heavier lands down toward Grand Rapids.

The Tenth Cavalry rendezvoused at the Rapids and it was at that time that I, as a boy of 16, first set foot in the streets of the town on the Grand.

Brother Davis, two years my senior, was a soldier for the Union and a member of that regiment colonized by one Thaddeus Foote.

"The boy is ill and I am going down to fetch him home," was father's ultimatum one morning in late November, and that is how I made my first trip to the Valley City. A spanking team of bays attached to a heavy lumber wagon was the outfit, with a sturdy lumberjack as driver.

A forty mile drive late in the fall was no small undertaking at that time, the year 1863. Father, John and I set out in early morning, expecting to reach Grand Rapids before nighfall. I had heard so much about the beauties of the Valley City, and never having seen a town as large as a thousand folks, the thought of entering a city of 8,000 seemed to good to be true.

We got to the city all right, but not that first day. The roads, as always in the fall, were atrociously impassible. Mud and water predominated, the wheels of our vehicle often sinking axle deep in the ruts. That was before the day of State road improvements and three miles an hour was considered good progress.

We did not make even that progress and ate our noonday meal at the Tuxbury Tavern at Casnovia. From there to Chubbs (Lisbon) was six miles, which we passed near the middle of the afternoon.

The farther we traveled the more irksome became the journey. As for myself, filled with boyish enthusiasm, I made little note of time. The shades of night were falling when we drew up before the Inn, a brick tavern eight miles out of the city, and here we put up for the night.

I recall the tavern office in the basement, where blazed an open wood fire, very genial to the weary traveler. I recall also the genial landlord, who talked about the farm surrounding his hotel, which he had himself cleared, burning many log heaps of big black walnut timber. That timber soon thereafter would have paid for the clearing of that farm ten times over. The early Michigan settlers did not value any sort of timber very highly, burning in logheaps some of the most valuable timber on earth.

Timber scarcity was not thought of in those days. The main idea was to clear the land in the shortest possible time. There were a few of the early settlers, however, who had foresight enough to hold on to their timber, from the sale of which in after years they became millionaires.

Grand Rapids once reached we crossed the toll bridge at Bridge street and ambled down Canal and up Monroe, assured that we attracted as much attention as any of the other lumber camp outfits.

The National Hotel, now the Morton, was our objective point. I recall with what a spasm of awe I gazed upon the handsome business blocks lining Canal and Monroe. Nothing like it had ever before entered my vision. We had a Hoosier passenger

who exclaimed: "I swan, this is a big town!"

And it was for that day and age. Cities were like hens' teeth, few and scattering. We reached the hotel without mishap. In common with our Hoosier passengers, was sufficiently awed by the magnificent interior of Canton Smith's hostelry to keep very quiet and watch the trend of events.

We had more than half the day before us and visited "Camp Lee" in quest of our soldier boy, who was ill. After the preliminary of passing the guard we went directly to a tent flying a yellow flag. Dr. Leonard informed us that Davis had not been at the hospital.

Captain Standish, of Company A, used his influence with the colonel, so that after a short delay the sick soldier was transferred from his barrack cot to the hotel, being granted a thirty day furlough. The sight of his father and brother served as a wonderful tonic and he was soon able to sit up and smile in the old way.

Landlord Smith, of the National, had a son in the regiment, Major Israel Smith, whom all early residents of the Valley City will recall. A run about town gave me ample entertainment, and I was tired enough to go to bed and sleep that first night of mine in a big city. None of my visits to other cities, such as Chicago, Boston and New York, have ever given me the pleasure I experienced during my drive to and over night stop at the Valley City in the year 1863.

It is a source of no little pride and satisfaction to the early boys of Michigan to watch the upward climb of Grand Rapids to a place among the first cities of the land. Old Timer.

Commends Tradesman For Stand on Racial Brutality.

Grand Rapids, Nov. 18—I received the Tradesman and the reading of the entire magazine is very instructive and illuminating. The article on the recent outrage in Texas certainly reveals the fact that the Tradesman has not misrepresented or exaggerated the heinousness of Southern racial matters in former writings. I would to God that the Outlook and other popular magazines might be as frank as the Tradesman in discussing these terrible conditions. Lawlessness is as dangerous to the white man as it is to the colored. When the law winks at outrages on colored people it is only a matter of time when the same sort of outrages will be perpetrated upon white people. Lawlessness is neither sober nor impartial. Since lynching began in our country nearly fifty white people have been lynched, and today sometimes white women are tarred and feathered. So it is indeed shortsightedness and stupidity for any one to think that it matters not if the outrages for the present only victimized colored people. Lawlessness is a bad omen for our Republic, for it fast breeds and multiplies our criminal element which may some day brazenly attack our Government.

Ellis A. Christian,
Pastor St. Phillips Episcopal Church.

We are not sent into this world to do anything into which we cannot put our hearts. We have certain work to do for our bread and that to be done strenuously; other work to do for our delight and that is to be done heartily; neither is to be done by halves or shifts, but with a will; and what is not worth this effort is not to be done at all.—John Ruskin.

Yokohama now has more school children than before the earthquake, although a census last fall revealed the population was 75,000 less.

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VALLEY CITY MILLING COMPANY
Grand Rapids, Michigan

REYNOLDS
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SHINGLES
"BUILT FIRST TO LAST"

DRY GOODS

Michigan Retail Dry Goods Association.
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Second Vice-President—G. R. Jackson Flint.
Secretary-Treasurer—F. H. Nissly, Ypsilanti.
Manager—Jason E. Hammond, Lansing.

Gun Metal Hose Still Lead.

The continued heavy demand for gun metal hose with black heels is still the feature of the business being done in the finer grades of full-fashioned silk hosiery. One of the leading producers of this merchandise is sold up for the rest of the year on one line of gun metals, and on the other line it manufactures it cannot make deliveries on new orders under three weeks. Other makers of the goods are in a similarly strong position on this color. Nude shades continue to sell in a large way for street wear, despite predictions earlier in the season that the vogue for them would slowly wane. Contrary to this, nude hose are close to the top of the best-selling colors in the quality of goods in question. For evening wear a nice business is reported here in mauve hues, with the increasing call for light or flesh pink also a feature.

Pearl Vogue Is Growing.

While the greater part of it is confined to imitation pearls, the vogue for these gems that set in soon after the arrival in this country of Queen Marie of Rumania continues to grow. Beginning in the larger cities of the East, it has become nation-wide with the travels of the Queen, and reports from the jewelry trade indicate that handlers of this merchandise are doing business of record proportions. All grades of the imitation pearls are being purchased in two and three-strand necklaces, earrings, sautoirs and bracelets; and a nice business in matched necklaces and earrings of the imitation gems is told of here. While the demand is general, it narrows as the value of the pieces increases. In other words, the broadest demand is for the cheaper and medium-priced articles.

Late Demand For Toys.

While the retail toy demand as yet has not had a chance to expand, there is considerable last-minute activity in the manufacturing trade. Because of continued warm weather, consumer buying of the merchandise is developing a little later than last year, but there is held to be every indication of a good season. In the wholesale market dolls are receiving the bulk of the late orders, with "mama" and infant types getting most attention. The early business placed in dolls was a disappointment to most manufacturers. Toys of a mechanical and instructive nature have had the advantage of a large advance business and the retail offerings of these are expected to command widespread consumer interest. Lines for 1927 are being actively prepared by most manufacturers and will be ready early in the new year.

Select Ten Shades For Blouses.

Ten shades have been selected for the Spring color card of the United Waist League of America, which will be ready for distribution this week.

Some of the shades embodied in it are taken from the card of the Textile Color Card Association. These are the waist colors that will be played up: White, Mother Goose No. 2, a soft tan; Sistine, a gray blue; Queen blue, a shade slightly darker than Sistine; rose beige No. 2; gooseberry green; Athenia, a shade between tan and rose; crane gray; goya, a clear red, and navy. The selections were made by a committee headed by Alfred Stern, Chairman of the League. They have been chosen primarily to supply a range of colors that will match skirts, suits and other articles of dress, and are not intended to limit the color activities of the individual manufacturers.

Rayon Market Is Stable.

The rayon market continues on a stable basis and so far the indications are that present price levels will be continued for the next buying period. While there is still some competitive underselling by importers of foreign rayon, leading producers here say this has not seriously affected the trading or the confidence of buyers in the present domestic level. Meanwhile the market here is broadening to take care of the increased output and new uses and expansion of the old ones are being developed. The good outlook for knitted rayon outer garments for the Spring is regarded with considerable satisfaction, as this trade is expected to absorb large quantities of the fiber. Use of rayon in underwear is steadily increasing in both the common and finer deniers.

Wide Sheetting Response Good.

The early response of wholesalers to the new and lower prices made during the past week on brown and bleached wide sheetings, sheets, pillow cases, etc., is said to be gratifying to first hands. Not only did buyers voice their approval of the new quotations, but they placed orders that already have run into considerable volume in the aggregate. Wholesale stocks of the merchandise in question are apparently low, and jobbers seem anxious to bolster them up in order to meet the January white sale needs of their retail accounts. Buying of muslins and other bleached fine-yarn cloths, while good, might be better. There is a strong probability that new and lower prices on these goods are not far off.

Men's Robes Selling Well.

Men's house and lounging robes are in active demand for the holiday season, the buying being described as of substantially larger proportions than last year. Novelty silk robes are doing particularly well, the designs including jacquard and brocade effects. Shawl collars are featured in the merchandise, with satin employed for trimmings. Blanket robes in various price ranges are also well ordered, the designs running to "Indian," ombre and small figured effects. Flannel robes are meeting with a good call. In these blazer stripe designs are outstanding.

Cold Weather Helps Gloves.

Reorders for men's gloves have been coming through from stores in some sections, but general stimulation is de-

pendent on continued cold weather. Capeskin and mocha gloves are having the most call. Manufacturers say, however, that consumers have been showing increased interest this year in gloves of varied leathers, including pigskin and buckskin. As gifts it is believed these types will do well during the next few weeks. Tan and gray are the leading shades. Credit managers of glove concerns say that, while there is slight backwardness in payments from some sections, the general credit condition is better than last year at this time.

Good Call For Resort Lines.

A good many manufacturers of ready-to-wear are now showing their Winter resort lines, and others are scheduled to open theirs shortly. Retailers are said to be placing a nice business in the merchandise, with more of them, particularly the specialty shops, capitalizing the consumer interest in these indications of the mode for the coming Spring. Quick delivery is being asked of the manu-

facturers, as the stores will soon begin their so-called "Palm Beach offerings. The sports coat in white or novelty patterned wools, together with the two-piece frock, are outstanding.

Orders For Novelty Jewelry.

In novelty jewelry which is meeting with an excellent demand, the long pearl necklace is an outstanding item. The most popular length, according to wholesalers here, is the one of sixty inches. Smaller graduated choker lengths are also much called for. Various articles set with imitation precious stones are likewise moving well, particularly those with rhinestones and blue sapphires. Importers here are showing this merchandise in great profusion. Earrings are said to be receiving more attention in the popular-priced goods.

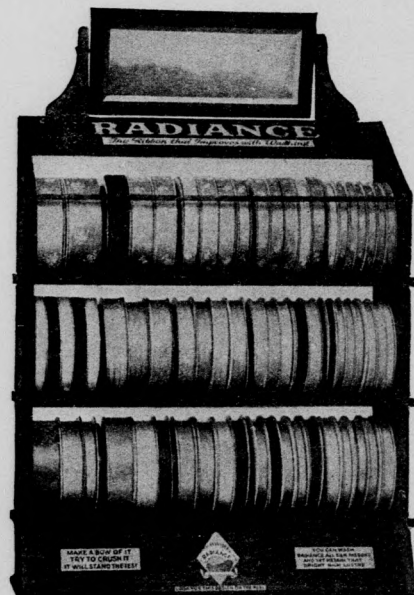
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Thousands of these Cabinets are being used throughout the country with the utmost satisfaction. The advantages of it are obvious. It is most convenient, it does away with loose reels of ribbon, prevents soiling of stock, and minimizes selling effort.

These fine cabinets illustrated cost about fifteen dollars to manufacture, but we have a special proposition whereby

YOU CAN GET ONE GRATIS.

Radiance Ribbons are put up on standard fifty yard reels, which means that your ribbon remnants are only a small percentage of your ribbon purchases. This put up also means that you only need to have one reel of a width and color at a time. The price per yard also is less.

Ask our salesman about this ribbon cabinet deal when he calls or write us direct.

EDSON, MOORE & COMPANY

1702-1722 West Fort Street

DETROIT

Styles in Women's Coats.

Women's coats being designed for the Florida, California and Spring seasons, reveal few style features which may be regarded as actual innovations. Nevertheless, much of the development is marked by fresh and skillfully executed design ideas, according to the fashion service department of the Botany Worsted Mills.

The tendency to emphasize the geometric figuration of plaids, blocks and manipulated striping, it is pointed out, is made notable by a series of effective sleeve insets. In sports coats the sleeve cut in one piece with the yoke or collar line, the new raglan developments and modified kimono line, become the outstanding style factors. Panels and scarfs are also given additional interest by and adroit handling, as if flowing out from the yoke line. Pockets share in the general accenting of motifs, both inside and outside the coat.

"Another sleeve that is sponsored by leading designers," continues the bulletin, "is of deep armhole inset which, from a point above the elbow, tapers to a slenderizing lower arm. As now introduced in the coat with a flat back and wide cross-over front, this sleeve is in a position to achieve one of the new season's successes, a view which is shared by those who crave both extreme and conservative styles."

In one collection this model is shown in kasha, twill, rep and wool crepe. Black satin is another medium for its expression and it is especially effective when executed in dull and lustrous reverse treatment. Lanvin's narrow shoulder and wide hem model reappears in the covert range, with an interesting collar and cuff finish.

"The striking single feature of the early season is the inner vest-rever, which brings a new interest to the long-favored tuxedo line. The contrast in color and texture this developed offers exceptionally good lines for the average American figure, hence is another predicted success."

"Fabric incrustations, seamings, pleated, tucked and paneled details are general. Embroideries are presented infrequently, but authoritatively, and include odd human figure motifs in self-tone, ombre graduations in modernistic designs and small closely spaced geometrics, or florals. Appliques and narrow tiers in overlapped bandings are among the prevailing ornate features. Parallel rows of stitching, bandings and inlays of self-fabric, pipings, braiding, leather edgings and decorative buttons used singly are among the approved embellishing details."

Problem of Alterations.

The question of alteration costs is again receiving attention from ready-to-wear retailers. The matter is being studied from two angles—first the standardization of charges to consumers by stores in the same community or town and, secondly, the reduction in the amount of alteration that a garment, particularly a dress, needs.

In the first instance it is pointed out that there is a marked variation in the charges made by stores. Some charge more, some less and many

nothing at all. It is felt that it would be to the benefit of all retailers in a definite locality if they were to adopt a uniform rate. This matter is now being given attention by the local garment retailers' groups and such a standard is expected to be adopted in many towns.

The reduction in the amount of alterations, according to retailers, depends on the co-operation of the manufacturers. The complaint has been frequently heard that dresses need too much alteration, particularly at the hips. Much of this is said to arise from the fact that most manufacturers are concentrating on styles for the slender miss. This makes it very hard for the stores adequately to fit their more mature customers without extensive alterations. Then, too, many manufacturers have been using antiquated model forms which are not suited to the figures of women of today. This situation has been much changed in the last six months or so, as new and standardized model forms have been installed by the manufacturers.

Jewelry Prospects Brighter.

Reports from the jewelry trade indicate a more optimistic frame of mind on the part of manufacturers than was the case a few weeks ago. Although competition between producers is extremely keen, retail sales appear to be keeping up at a rate which presages an active holiday business. Out-of-town reports show New England and the South to be somewhat off color in a commercial way, but jewelers in other sections of the country appear to be taking goods in a normal manner. A feature of the present demand was said yesterday to be the growing call for articles made of yellow gold, which had been "out" for some time. Another is the favor shown women's rings of green gold in the Pacific Coast section. The call for betrothal rings for men, which is slowly increasing, is a third. Sellers of strap watches for men tell of an extremely good demand for them.

Price Rises Not Anticipated.

Men's wear mills looking ahead to the 1927 heavyweight season find the raw wool market easier in tone. With stabilization in mind, there is now little talk of advances in prices of the new goods when they are opened about two months hence. Quotations at the wool auctions are lower than last year, with an easy tendency prevailing on all but the choicest merino grades. The mills therefore are inclined to look for fairly favorable wool buying opportunities, unless conditions substantially reverse themselves as they begin actively to cover their needs. Guesses made by market observers are inclined to place the 1927 heavyweight goods price level at pretty much the same as prevailed for the present Fall.

Like Matched Lingerie Sets.

Considerable business is now being done here in matched lingerie sets in special boxing for the holiday trade. They consist of bloomers and costume slips to match. The material from which they are made is usually crepe de chine or radium silk, and both

pieces show touches of hand embroidery. Among the newer things are flesh pink crepe de chine bloomers with small ruffles of georgette for wear under dance frocks. Very short petticoats, in satins and crepes and in pastel colorings, as well as costume slips in silver and gold metal cloth, are among the other holiday items offered to the trade by manufacturers represented in the membership of the United Petticoat League of America.

Christmas Neckwear Sells Well.

Women's neckwear continues to sell freely in this market, with particular interest now being given to boxed collar and cuff sets for holiday gift purposes. The most popular sets are made of georgette ruffling, of lace and net, and of silk. Many tailored sets in crepe de chine and satin are also being sold, these, too, being put up in boxes of appropriate holiday design. The business now being done in holiday gift lines, coupled with the regular Fall business in neckwear done earlier in the year, is giving manufacturers of this merchandise one of the most satisfactory seasons they have had in some time.

Silk Shirts Selling Well.

Reorders and new business in men's shirts for holiday selling are shaping up nicely. A particularly good demand for silk merchandise is reported this year, with garments featuring novelty jacquard patterns on white ground selling well. The buying also includes plain and fancy broadcloths and novelty striped madras garments. Collar to match and collar attached styles continue to figure prominently and there is said to be every indication that this will be true of the Spring. Buying for that season has not yet developed actively, as many retailers are desirous of confining their attention to the holiday turnover.

Call For Novelty Umbrellas.

Reorders for women's umbrellas have been coming along nicely, according to manufacturers. The demand covers retailers' replacements and also the more expensive special novelty types manufacturers have been offering for holiday gift sale. Children's umbrellas made to simulate those for adults have been meeting with a very good turnover. The short sixteen-rib umbrella with fancy colored handle and trimmings to match is the type selling most actively. Colored silks with contrasting border treatment or other design detail are being widely used, although there is some demand for the staple black.

Mufflers Are Doing Well.

Despite the lack of continued cold weather, a nice business has been done in men's mufflers. The merchandise is assuming greater importance in holiday selling, according to wholesalers here. Both crepe silk and cashmere mufflers are in active demand, the former featuring jacquard and printed effects and the latter plaids and stripe designs. High colors are the rule in the silk goods, the aim being to match or contrast the shades with those of the necktie or handkerchief. White or black knitted silk mufflers are being bought for formal wear.

Trees Produce Milk.

Explorers in the Central American jungle may find a substitute for the milk of animals in a tree that has just come to scientific attention.

The arboreal cow is milked by cutting into the bark, and the liquid that pours forth is "rich and creamy, palatable and sweet to taste," according to its discoverer, Prof. S. J. Record, of the department of forest products at Yale University.

Several other varieties of "cow trees" grow in tropical South America, but thus far the one in Guatemala is the one found farthest North on the continent of North America. Scientists say that its occurrence in Guatemala is a matter of interest, since a related species in Columbia is said to yield chicle, the basic principle of chewing gum.

Credit the Doer.

It is not the critic who counts, nor the man who points out how the strong man stumbles, or where the doer of deeds could have done better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat, who strives valiantly; who errs and may fail again and again; because there is no effort without error or short-coming, but who does actually strive to do the deeds; who does know the great enthusiasm, the great devotion; who spends himself in a worthy cause; who at the best, knows in the end the triumph of high achievement and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory nor defeat.

Theodore Roosevelt.

Pupil Patrol.

Public school and city officials of Washington, D. C., are trying to make all school zones safe for children. Schoolboy patrols watch all streets. Superintendent Ballou of the Washington public schools has drawn up these traffic rules for all pupils to follow. Other cities may well follow Washington's example.

1. Do not skate or play in the streets.
2. Do not beg rides.
3. Do not hang on automobiles.
4. In crossing streets where traffic is controlled by lights, always cross only on the green signal.
5. Automobiles bringing pupils to school should approach the school so as to stop on the side of the street next to the school and not put the children out across the street from the school.

Raincoat Demand Eases Up.

Increased production of both water-proofed fabrics and finished merchandise has enabled manufacturers of raincoats here to catch up with the demand. At the same time, retail buying has tended to ease off slightly so that there is not the difficulty in procuring supplies that was the case a few weeks ago. Coats for sales purposes will shortly be wanted in volume, manufacturers expect, as the stores usually hold these events at about the turn of the year. Coats in high colors continue to lead.

RETAIL GROCER

Retail Grocers and General Merchants Association.

President—Orla Bailey, Lansing.
Vice-Pres.—Hans Johnson, Muskegon.
Secretary—Paul Gezon, Wyoming Park.
Treasurer—F. H. Albrecht, Detroit.

Grocer of the Future Will Be Educated.

Written for the Tradesman.

I have three sample advertisements sent in with this comment:

"Enclosed you will find some advertising being done by grocers in our town. The fellow who has the least to say is doing the biggest business—he is too busy to write advertisements. His trade is built on trading stamps. In volume, stamps have done wonders for him. His profits I do not know."

The trading stamp man's advertisement occupies two columns six and three quarter inches. In the middle of the space is a small script electrotype with the man's name and, in the flourish under the name, runs the announcement: For Service." Down across the bottom appears: "Deliveries at 10 a. m., 4 p. m. Phone 60." And that is all.

It is not unlikely that this man is doing a big business. Stamps have usually been effective as a bait so long as they were used by only one man in a town. Their effectiveness ceases—excepting to the extent that they milk the profits dry—when several merchants use them.

But even so, I am not sure that this man owes his business entirely to stamps. Perhaps he carries good goods which are priced scientifically. Maybe he keeps the cleanest, most attractive store in town. Perhaps he is a likable man, has a pleasing personality. Let us be sure we know what we talk about when we analyze the other fellow's success.

But the inference that advertising is not necessary to this man's success is not warranted. Nor is the conclusion that he has not time to write advertisements justified. For if a man's business be good without advertising, it will be better with it. And no man can get away with the excuse of not having time to write advertisements. If he personally has no time, he is all the better fixed to get somebody to write for him. Finally, you cannot judge of anything that is not tried. We do not know what business he would do with the aid of real advertising; but experience indicates that he would do better. In fact, that argument or allegation or inference means nothing. Advertising is a force so thoroughly recognized now that no talk about what it will do is useful.

What of the others? Does their advertising reflect progressiveness, alertness? It does not. Maybe they have time to write advertisements, but they don't write 'em. What appears in the paper seems to me to reflect rather poor storekeeping. I'd incline to the opinion that they are sloppy fellows, keepers of unattractive joints. Perhaps there are plenty of reasons why the stamp giver finds his neighbors easy competition. For these advertisements, so-called, are mere lists of "things and prices," followed by half-hearted remarks.

Smith's Store is the heading of one,

followed by three Saturday specials, none of them particularly intriguing, not one described, nothing said about any of them informative to me, for example, a stranger to the store and articles. At bottom: "If we haven't got what you want, we will get it for you." If that man took space—and time plus brain work—to describe some of the things he really has, he would not have space for such drivel.

And what of the neighbor Jones? He has specials too. You can note that anybody can have specials, can you not? And these are for August 6 and 7—Friday and Saturday. Same old stuff—running in an extra burden on the two days at the wrong end of the week, two days now overloaded with business which (otherwise) might be profitable. Surely, it is to laugh! Well, Jones has sweet potatoes, large can, 15c; Campbell beans, 3 cans, 25c; Country Gentleman corn, 2 cans, 35c; potatoes, 45 lb. box, 60c; Mason quart jars, per doz. 85c; Khaki cannery aprons, regular price, \$1.35; special price, \$1.19. Men's neckband shirts on sale special prices. Then this gem:

"We prefer your coming to the store, but if you are too busy, a telephone call will deliver the goods."

That last paragraph is worth reflecting over. Plainly as words can express it, this man tells me that his telephone is a sort of necessary evil. He has it because some people want it. He'd not have it if he were not forced to have it. And he prefers not to use it or have it used. So, while I may not have a thing to do in the world—I certainly shall not feel like intruding on his "preferred" quietude. I'd rather go where they said in few words: "Telephone orders solicited. We are as near to you as your phone."

In fact and in short, I seem to see right in these specimen advertisements why the wakeful stamp-giving grocer is corraling the trade of that town.

Elton J. Buckley, thoughtful commentator on grocers and groceries, recently published a tale from which I condense the following:

A London grocer of 200 years ago began to learn his father's trade when he was 16. He worked from 7 in the morning until 10 at night. His father was licensed to deal in only a few grocery items of the then limited total range to be had. Go back a few hundred years and you find boys working as apprentices for from seven to ten years before they were licensed as grocers. It was an honorable calling "them days" to be a licensed grocer.

Buckley questions: "If it was right to spend ten years to learn to handle a hundred things, how much time should we now take learning to sell a thousand? The answer, judging by present experience, is no time at all."

I can sympathize with Buckley's feelings because, if I live until next February, I shall be fifty years from the day I learned to make a grocery package. And note that I say make a grocery package. For we did make packages those days. There were no paper bags. Everything had to be wrapped. We took pride in making our packages symmetrical, substantial, as a tradesman should make them.

(Continued on page 31)

ONE GROCER SAYS:

A grocer who benefited himself by eating yeast says: "Inasmuch as your yeast cured me of an annoying stomach disorder I am a sincere Yeast for Health fan. And I have noticed in several cases that my yeast customers are buying more groceries from me which I believe is due to their being healthier customers."

Fleischmann's Yeast for Health DOES make healthier customers, and healthier customers always buy and eat more of the groceries you sell.

FLEISCHMANN'S YEAST

service

Don't Say Bread

— Say

HOLSUM

HEKMAN'S

At Every Meal Eat HEKMAN'S Crackers and Cookie-Cakes

Delicious cookie-cakes and crisp appetizing crackers — There is a Hekman food-confection for every meal and for every taste.



Hekman Biscuit Co.
Grand Rapids, Mich.

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

MEAT DEALER

Advantages of Ordering Meats Ahead.

Several months ago we talked about the advantage of giving meat retailers notice of what is to be ordered for special dinners. Some of the more progressive retailers who listened to that talk put the idea in practice by suggesting it to those of their customers they felt free to make suggestions to. Others claim some of their customers made requests in line with our suggestion, and that it worked out to the mutual advantage of both retailer and consumer. To those who are not familiar with the intricacies of meat retailing it may seem that it should not be necessary to give retailers advance notice of their requirements, but they may feel that they should walk into a shop at any time and get the very cut they want. The theory of this may be sound enough, but there are real reasons why it does not always work out well in practice. It is not our purpose to-night to discuss these reasons, but to recognize them and try to suggest a way of meeting them so that the company dinner will always be just what it should be. When an order is placed with a retailer at short notice he will take the order, and if he is a good retailer he will try to fill it to the best of his ability, but if he doesn't happen to have just the right cut or the right pair of broilers, or just the right kind of any other kind of meat requested, he will sell the nearest thing to it that he has available. Another advantage to the consumer is the importance placed upon advance orders when the facts surrounding them is explained. In a way the retailer enters into the spirit of the occasion and takes pleasure in helping to make the occasion a success. We may take a special roast of beef, or a special steak, or a special breast of veal for stuffing, for instance, and either of them may be put away during the day of business when the cut of the carcass is just right, or it may be necessary to select the wholesale package or cut when in the wholesale market during the day or the next morning. There is double satisfaction in entertaining when the hostess is sure her meat was just a little better than usual and when she is positive it gives fullest satisfaction. The little extra trouble in anticipating her needs and informing her retailer will be more than compensated for by results obtained. The cost is usually no more for selected meats than for usual run, and on the whole advantage is with the hostess. Don't forget to tell the retailer the next day how well his selection suited.

Calories and Meats.

One of the young men in a wholesale meat market spoke to me this morning about an article which recently appeared in a newspaper discrediting the importance usually placed on calories as an indicator of value of food. It was claimed, he told me, that the policy of estimating food value by calories is dangerous and often actually disastrous to health and life. Usually such an article should be read carefully before it is condemned, for there

is apt to be much of value in it and a great deal of truth, even when deductions as a whole seem to be inconsistent with general scientific opinion, not to say inconsistent with truth. Strictly speaking, no one can eat calories, for there is not a physical calory in the world any more than there is an inch or a pound in the world as a physical thing. Calories are used as a means of measuring food energy just as inches are used to measure distance or space and pounds to measure quantity. No man having even the fundamentals of food science would say that calories have value in the food world. Coal or wood possess calorific value, and the work that can be done by a steam engine depends upon the calories in the coal used and how well it is harnessed. The body needs and must have an energy providing substance, and in order that the body may be kept fit certain amounts of energy must be provided. This energy comes from the food that is eaten. The energy in different kinds of food is measured in calories as a means of understanding between persons who desire to discuss the matter. The danger pointed out in the article referred to in this talk lies in the uninformed or misinformed mind that thinks that if food possesses high calorific value it is all that can be desired, and that it makes no dietary difference what kind of food is eaten so long as enough calorific value is found in it. Coal possesses calorific value, as already pointed out, but no one could live on coal. The essentials in food, aside from its energy-providing function, are the basic elements of the food, and when just enough of these elements are taken into the system the body's needs are provided. This is not the whole story of food value, either, for such things as advantage of appetite stimulating foods, digestive juice stimulating foods, and roughage to assist elimination of waste are all important, because they are necessary. Meat comes the nearest to a proper element providing food of any.

Thanksgiving Acrostic.

T—hinking in terms of gratitude,
H—aving a heart that's understood
A—s always within its rightful place,
N—oting dear mother nature's grace;
K—eeping the thought in mind that she
S—eems to be glad indeed to be
G—iving us things undreamed before
I—ntending, maybe, to give us more.
V—isioning from life's higher plane
I—nto the things of its great game,
N—ever forgetting that thanks will make
G—reater the joy for their sweet sake,
L. B. Mitchell.

Poverty rushes in where Riches fear to tread.

Zion Fig Bars

Unequalled for
Stimulating and
Speeding Up
Cookie Sales

Obtainable from Your
Wholesale Grocer

Zion Institutions & Industries
Baking Industry
Zion, Illinois

IT'S A PLEASURE TO SELL Good Candy

See OUR line of Hard Candy and Holiday Mixtures before placing your Christmas Orders. Priced right, too

LOWNEY'S
HOLIDAY PACKAGES
ARE WONDERFUL

Putnam's
NATIONAL CANDY CO., INC.
GRAND RAPIDS, MICH.

Yellow Kid Bananas all year around

Bananas are the year 'round fruit. They are clean, wholesome, nutritious and delicious.

"Yellow Kid" Bananas are uniformly good. Send in your orders.

The Vinkemulder Company
GRAND RAPIDS, MICHIGAN



Because an ever increasing number of people will have no other hot drink, the profit you make on POSTUM is not at the sacrifice of profit on some other item—but is extra profit that you would otherwise miss.



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HARDWARE

Michigan Retail Hardware Association.
President—George W. McCabe, Petoskey.
Vice-President—C. L. Glasgow, Nashville.
Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Handling Holiday Trade in the Hardware Store.

Written for the Tradesman.

In pushing his Christmas lines the hardware dealer should make due provision for the desire always manifested at this time of the year to have a look around before buying. He should not expect every person entering the store to purchase at once; and he should instruct his clerks, while being attentive, not to push too closely when they see that the customer is merely on a tour of inspection.

Suggestion is undoubtedly helpful in salesmanship; and is never more helpful than at this season of the year. But tactless suggestion can be hurtful. The average customer means to buy a gift of some kind but has no very clear idea as to what will be suitable; hence practical help in making a selection will usually be appreciated. But the average customer also expects to spend some time looking around. So the customer resents being urged or stampeded into buying something she doesn't want.

It will, therefore, pay the salesman to take careful note of the reactions of the individual customer to his suggestions. Where one customer will eagerly welcome help and advice, another will—without putting it in so many words—pretty clearly indicate a desire to be left alone.

If you have a printed list of gift suggestions, it is worth while for you to hand such a list to the customer as a guide in looking around—and leave him to look, with the assurance that you will be glad to wait on him.

Nor does it pay to be too eager to close a sale even where the customer is receptive to suggestions. Rather should the clerk set himself out to display the goods, leaving the customer to make his own decisions. Here, again, much depends on the individual customer, and the ability of the clerk to correctly interpret the customer's reactions. There are cases where all a sale needs is a little pushfulness on the salesman's part. There are cases where pushfulness will lose a sale. And there are cases where pushfulness will effect a sale and lose a customer—for some people who cannot say "No" afterward resent their own weakness in being forced to buy, and take out their resentment in dislike of the store or of the individual salesman.

No general rule can be laid down; except that it pays for the salesman to study the individual customer.

The hardware dealer should set out to make his store a rendezvous for holiday buyers; and to succeed in this, it is well to display the Christmas stock early so that the people can have a chance to look it over and size it up before returning to buy. They will undoubtedly go elsewhere to see what your competitors have. But you have to take your chance on that; and if your stock is well bought and well se-

lected, you will benefit by the comparison. It must not be forgotten, too, that the first impression made on a customer's mind is most likely to hold good. If a customer sees something in the store that appeals to him as a suitable gift, it is a hard matter to make him forget the fact; and if the price is right he will return.

In displaying Christmas goods the dealer must give them the proper holiday setting. He must make his store look like Christmas. Customers expect the Christmas background; and are apt to be disappointed if, going in to buy Christmas gifts, they find the hardware store interior looking the same as it did in July.

Your Christmas appeal is particularly to the children. In preparing for the holiday trade the merchant should not overlook the importance in the decorative scheme of holly, evergreen, green and red color schemes, and imitation snow. He should see to it that Santa Claus appears in his windows or inside the store with gift suggestions, especially for the youngsters.

At the same time, the decorative background should not be so pronounced as to distract attention from the stock itself. Your decorative accessories should talk Christmas; but your display of goods should suggest individual gifts. A window display, in particular, can be too Christmassy, and not "stocky" enough, to be effective.

It is often a good idea to convert the store interior into a sort of bazaar. For the time being the heavy stuff should be pushed into the background, and extra tables used to display the Christmas goods. With a sufficiency of decorative accessories, the store interior can be made very pleasing to the eye. It is often worth while to have a piano or gramophone furnish music during the busy hours. The store should above all be well lighted. Nothing is so attractive to holiday crowds in these dark days of the year as a well lighted store.

It is a mistake to put on an elaborately Christmassy window display and leave the store interior the same as usual. It is far better to modify the window trim and distribute some of the surplus decorative effects throughout the store.

In regard to lighting, I find some difference of opinion. That there should be ample light inside the store, and a plentitude of artificial light for the late afternoons and evenings, goes without saying. Some dealers favor the brightest light possible; while others go in strongly for color effects which subdue the ordinary electric light and impart a bizarre appearance to the store interior. For this purpose colored globes and colored tissue paper can be used. The colors should, in general, blend with the color scheme of the decorations, which will make the general effect more striking and show the goods to better advantage. Where tissue paper is used, the expense is small, and it permits of more frequent changes of the color scheme, than by the employment of colored globes. The merchant can, with slight trouble, change the color scheme every evening.

All this of course means labor for

Michigan Hardware Co.

100-108 Ellsworth Ave., Corner Oakes
GRAND RAPIDS, MICHIGAN



Wholesalers of Shelf Hardware, Sporting
Goods and
Fishing Tackle

RESTAURANT and HOTEL SUPPLIES

OUR BUSINESS is growing very rapidly in these lines. Chairs, tables, stoves, counters, dishes, silverware, etc.

Give us a call.

G. R. STORE FIXTURE CO.

7 Ionia Avenue N. W.

BROWN & SEHLER COMPANY

"HOME OF SUNBEAM GOODS"

Automobile Tires and Tubes

Automobile Accessories

Garage Equipment

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes & Mackinaws

Sheep lined and

Blanket-Lined Coats

GRAND RAPIDS, MICHIGAN

Foster, Stevens & Co.
Founded 1837

Wholesale Hardware

We are busy moving our stock into our new building at 57-59-61-63 Commerce Ave. and at the same time we are taking care of our customers orders and shipping promptly.

FOSTER, STEVENS & CO.

57-59-61-63 Commerce Ave.
GRAND RAPIDS

MICHIGAN

the merchant; but if the details are planned in advance the labor will be minimized.

Window display is important. The windows attract the customer; the interior holds him and sells the goods. Therefore the windows should be planned with the utmost care, not so much to actually sell goods, as to get the customer to come inside and see the goods at close range.

Every point that applies to the interior applies to the window. It should be essentially Christmassy in tone, well lighted, and the goods carefully displayed. In every window there should be some center piece or background appropriate to the season, designed to catch the eye and create a pleasing impression.

A very effective arrangement involves a background representing a brick wall, with a heavy oaken door swung wide open, revealing a miscellaneous collection of toys or gift articles falling in profusion through the doorway. The brick wall should bear a sign, "Toyland Now Open," and a figure of Santa Claus may be posed in one corner, bearing in his hand a large gilt key, with which he is supposed to have unlocked the door. In front of this background, a more orderly display of toys may be made.

Where ample floor space is available, tables can be used for the effective display of gifts inside the store. In one store a series of tables was used, each table devoted to gifts for some one class of recipients. Over each table was placed a sign indicating the class for whom the gifts were meant, as follows:

Christmas Gifts for Boys.
Christmas Gifts for Girls.
Christmas Gifts for Young Men
Christmas Gifts for Young Women.
Christmas Gifts for Father.
Christmas Gifts for Mother.
Christmas Gifts for Bachelors.
Christmas Gifts for Bachelor Girls
Christmas Gifts for Husbands.
Christmas Gifts for Wives.
Christmas Gifts for Baby.

Naturally, the gifts shown on these tables were the smaller articles, and while the regular sales staff handled the heavier and larger articles and the regular stock, the temporary helpers were placed in charge of the tables, on which all goods were clearly priced and where very little salesmanship was required. Under this arrangement one girl had charge of two or three tables.

In the pre-Christmas advertising the dealer called special attention to these classified tables. Each day, in addition to the other advertising, a single table was discussed, the articles shown were enumerated, and prices quoted.

Whatever Christmas arrangements are undertaken, it is well to have a definite plan in advance. Take plenty of time beforehand to figure out just what you want; put the result on paper in intelligible form; and then follow your plan as closely as possible. Never, for instance, try to put together a window display by merely starting work in the window and arranging the goods as they come to mind. Your display will take three times as long to put together as if you

had planned it in advance, and it will not be one-third as effective.

Victor Lauriston.

Frozen Meat.

Freezing is the most efficacious method of preserving meats in their natural condition. However, the wholesomeness of frozen meats depends not only on the proper methods of freezing, but also upon the condition of the meat when placed in the freezer and upon the methods of handling subsequent to storage in the freezer. There has been an increasing amount of attention given to the freezing of meats in the last few years and the effect of various factors upon the quality and wholesomeness of the frozen product. Much good work has been done, but more remains to be accomplished not only in the methods of freezing, but also in the methods of defrosting the meats. The latter is very important and unless care is exercised in the defrosting process much harm will be done. On the other hand, when meat has been properly handled and frozen and not held for too long a period in the freezer, if properly defrosted, it will closely approach fresh meat in quality and wholesomeness. In the minds of many persons, frozen meat is a product that was stale or otherwise unwholesome and the only reason for freezing was to salvage it and thereby prevent a total loss. While that may have been true in days gone by it is not so to-day. The State of New York, for an example, keeps a careful supervision on all public freezers. These freezers operate under a permit from the state and the permit would be quickly revoked if the rules of the State were not complied with. The operators of a public freezer are held accountable for the condition of the products in their charge, and therefore are subject to a claim for damage by the owner of the product that, on removal, is found to be out of good condition. All packages are branded with the name of the freezer and the date received and again branded at the time of removal. Defrosted meat is not accepted for freezing again. Freezing has a sterilizing effect on meats, such as in destroying live trichinae in pork and tapeworm cysts in beef, for example. In fact, the regulations of the Federal meat inspection law require that pork customarily eaten without cooking shall be frozen for twenty days at not less than 5 degrees F.

Meat Substitutes.

In a certain cook book which has a wide circulation, due partly to its inherent value and partly to its free circulation, one section of this book is headed "Meat Substitutes." In the opening paragraph the author says, "The need of tissue building foods in the diet is a well understood fact, and their principal source is meat." This is unquestionably true, since meat contains the essential elements that may be assimilated by the body, and meat contains these elements in somewhat similar proportions to their presence in the human body. While a well-balanced diet is advisable, and certain food other than meat is desirable for

bulk as well as for other reasons, there is no particular kind of food which contains the requisites of the body in amounts as near the body requirements as meat. Meat does not comprise the chief food consumed by the average person in this country on the basis of weight, since the amount eaten a year is usually between 150 and 175 pounds, and the consumption of fruit and vegetables, for instance, is estimated to be around 460 pounds a year. Meat, however, is a concentrated food, and is much higher in calorific value than many other kinds, and the consumption of the amount mentioned is sufficient to furnish a great deal of the heat, energy and growth of the person consuming it. Meat is easily digested by the average person, especially if not too fat, since the saliva of the mouth and the gastric juices of the stomach act readily upon it. Fat, on the other hand, is digested in the intestines by bile, and passes through the stomach without disintegration or assimilation. Fats will be found to be indigestible to the average person only when contained in cooking in such a way that the fat acts as a coating for flour or other food, as may happen when it incases these portions due to improper methods of preparation. If crullers are cooked in fat with a low burning point, or in fats not heated as hot as they should be this may happen. This suggests the advisability of thorough knowledge of cooking on the part of housewives.

Good Fellowship Week.

We've had weeks and weeks galore; prune week, paint week, orange week, old-home week, flour week, vacuum week, and lots of other kinds of weeks. Now how about a good-fellowship week?

We don't like Bill; Jim makes us tired; Tom's job should belong to us; Fred is so hard to understand. And so forth and so forth. Then we go on our way with a frozen smile and a cold heart. Maybe the other fellow has his faults. So have we. Perfection in mankind has not yet been reached. Then how about a little good fellowship week, when we'll see the good in folks and warm up to it like a kitten to a ball of catnip?

Ever see an icicle warm in the sun? Lots of human icicles are waiting to be melted by the warmth of a smile. Many a kindly fellow-feeling toward you is waiting to be shaken up and out by a slap on the back.

So here's for good-fellowship week. Doesn't need to be advertised for weeks ahead as something good that's coming. No, siree. It's right here—it was right here last week, but we might have missed it. It's still here. And that's a fine thing about good-fellowship week—it perpetuates itself week after week.

To-day, now, let us hop right to it and dig down below our cold upper crust to the warm spot beneath. We'll be surprised to find how many other warm spots radiate in our direction. Folks: good-fellowship week is here—and it is ours.

We put little value on anything unless it is hard to get.

INSURED BONDS

paying
6%

It is just as important to insure investments against loss as it is to carry property insurance.

You take no risk with the money you invest in our 6% Insured Bonds.

They are secured by first mortgages on individual homes worth double, and principal and interest is guaranteed by U. S. Fidelity & Guaranty Co., with assets of \$48,000,000. Tax exempt in Michigan.

INDUSTRIAL COMPANY

ASSOCIATED WITH
INDUSTRIAL BANK

GRAND
RAPIDS



MICH-
IGAN



5 lb.,
1 lb.,
1/2 lb.,
1/4 lb.,
Pkgs.

HARRY MEYER
Distributor

816-20 Logan St.
Grand Rapids, Michigan

I. VAN WESTENBRUGGE

Grand Rapids - Muskegon
Distributor

Nucoa

The Food of the Future

**CHEESE of All Kinds
ALPHA BUTTER
SAR-A-LEE**

BEST FOODS Mayonaise Shortning

HONEY—Horse Radish

OTHER SPECIALTIES

Quality-Service-Cooperation

COMMERCIAL TRAVELER

News and Gossip Regarding Michigan Hotels.

Grand Rapids, Nov. 23—Advices have been received to the effect that the Hotel Janis, South Haven, has passed into the hands of creditors and been closed to the public.

Here is an evidence of the result of building a hotel where it was not needed at the behest and under the direction of individuals who knew nothing of hotel requirements and operation.

The Reid House, conducted so ably and satisfactorily by a genial host, Dave Reid, meets every requirement. It is up to date, its service is commended by all who stop there, and only on unusual occasions is it inadequate to the demand made upon it.

The new hotel was an expensive toy, built by novices who knew nothing of the physical requirements of a hostelry and could only have been operated at an unusual and excessive cost. It represents a considerable investment, can be used for no other purpose, and is really a detriment to the real estate on which it stands.

Such an experience ought to be a warning to the investing public in other cities, but it probably will not. The "follow up" promoter will come along with some other scheme for making easy money, the ancient tea pots will come out from retirement, and the sucker will have other gaily bordered papers to file away with its fellows in the uppermost bureau drawer.

One of the tragic features of such a fiasco is the fact that subsequent wise ones will attempt to operate the establishment—at a loss, naturally—and the owner of the legitimate hotel in the same town will be called upon to pay an undeserved penalty by endeavoring to meet undeserved competition.

Mrs. Eisenlohr's Doll House, at Wayland, is an attractive tea room—not of the paper napkin brand—which serves attractively and bountifully, and at moderate prices, a variety of food which meets the requirements of all comers. The place is well named and reflects enterprise on the part of the charming lady who conducts it.

M. A. Barnett, who for years filled the position of steward at the Morton House, Pantlind, and various clubs, passed away at Kalamazoo, on Sunday last. At the time of his demise he was connected with the Burdick Hotel there.

The Hotel Tuller, Detroit, under the aggressive management of Ward B. James, is making vast strides in the way of internal improvements. Recently the cafeteria was enlarged and improved, but now comes word that \$175,000 has been spent on room replacements, a departure which will place that establishment up at the head of the list. Mr. James has featured the Tuller as a home for commercial men, has taken them into his confidence to ascertain their requirements and then met such requirements.

Personally also Mr. James is well liked by the traveling public, is not a bit "stuck up" and believes in the personal equation between landlord and guests, something which has been lost sight of by some operators who have substituted pomposity for hospitality.

The Book-Cadillac (Detroit) management have now fully intrenched themselves in their position as social headquarters for Michigan, above all rivals.

It was my pleasure to spend my last week end with the Hotel Browning as the guest of Alvah Brown, owner and operator, and an added pleasure was the presence there of a large number of commercial men, with many of whom I have an acquaintance.

Built originally as a residential hotel,

through judicious and persistent advertising, its single apartments became popular with commercial men who enjoy it because of its comfortable and restful atmosphere, away from the noise of street cars and heavy trucking. Various prices are charged for different classes of accommodations, such prices being equitable and reasonable. The furnishings and conveniences are strictly modern, the rooms are rather larger than you would expect to find ordinarily, and the service excellent.

Once before I spoke of the excellent offerings in the dining room which is now conducted by the owner, Mr. Brown, and the unusually low charges made there. Here is one of the Browning's 50 cent dinners, which I claim, all things considered, to be unequalled in any place I have visited "since the war."

Rice Tomato Soup
New England Boiled Dinner
Veal Loaf Potted Beef
Creamed and Boiled Potatoes
Creamed Turnips
Jellied Mint and Lettuce Salad
Parker House Rolls
Apple Cobbler Red Raspberry Pie
Beverages

That New England boiled dinner—well, you call up the Browning and ask them when they are going to serve the next one. It's worth while.

The Pantlind Hotel has opened its new sandwich shop on the Monroe avenue side of the hotel and it proved an instantaneous success. As a business getter the sandwich shop has demonstrated that it is all that has been claimed for it in other localities, especially the larger cities. In the case of the Pantlind, there have been additional reasons for its becoming popular, one of them being that it is kept open twenty-four hours a day, which appeals to more than the ordinary run of lunch patrons, with the knowledge that they are going to receive Pantlind service and at a reasonable cost. The room devoted to this service has been most artistically fitted up, the furnishings being of a unique design and the decorations in keeping therewith. The counter is of ordinary table height, with stool chairs to correspond. In addition to the usual offerings at a counter, specialties are selected from the cafe service, which permits belated guests to meet their individual requirements and enjoy same as they would in the regular dining room.

Mr. Alexander, Manager of the Pantlind cafeteria, is also in charge of the sandwich shop, and says it has evoked the interest of many hotel and restaurant operators in other parts of the State, the advantages of same being very apparent.

It is with much regret I learn that Grand Rapids charter of the Greeters organization is slowly but surely passing out, through inactivity of its officers. The granting of this charter by the parent body was an unusual and unfortunate episode. The claim was made that Charter No. 29, at Detroit—practically a State organization—was too far distant from West Michigan members, though at the time it was a well-known fact that a similar condition existed in nearly every state. Detroit charter did everything possible to conciliate this contingent by offering to hold frequent meetings at Grand Rapids and other interior cities, but absolutely without effect. The Grand Rapids contingent secured a charter list of about twenty-five applicants, the charter was granted, and a primary organization was effected, but all activity ceased at this stage. The West State members who demitted from Detroit are out in the cold and Detroit suffers for lack of their support.

The Greeter organization, made up of hotel employees, is a good thing. It helps to create that fraternal co-operation so necessary in any profession, but particularly so among hotel employees, and, in addition to certain advantages in business and social service,

there is a home provided at Denver for such of its members as have become incapacitated for various reasons. The day will undoubtedly come when the West Michigan contingent will regret their separation from the parent body.

A quite similar organization, the Hotel Men's Mutual Benefit Association, has proven an ever increasing success, and great benefits have been derived from same, and there is no reason under the sun why their success cannot be duplicated in the instance of the Greeters.

For the information of Commercial men who have been depending upon bus service North of Manistee, information is given to the effect that the line operating from that city to Traverse City has been discontinued on account of road construction on M 11, also that there will be no further service North of Traverse City this season.

John C. Buikema, who recently severed his connection with the Mus-

REIDS HOTEL
SOUTH HAVEN, MICH.
Rates \$1.25 and up
Bath \$2 to \$2.50 Single
DAVID REID, Prop.

Hotel Roosevelt
Lansing's Fireproof Hotel
250 Rooms—\$1.50 up.
Cafeteria in Connection
Moderate Prices
One-half Block North of
State Capitol
CHAS. T. QUINN, Mgr.

In Detroit
It is the Tuller
For Value
Facing Grand Circus Park,
the heart of Detroit. 200
pleasant rooms, \$2.50 and up.
Ward B. James, Manager.
DETROIT, MICH.
HOTEL
TULLER



Warm Friend Tavern
Holland, Mich.

Under the new management of Mr. and Mrs. E. L. Leland offers a warm welcome to all travelers. All room rates reduced liberally. We set a wonderful table in the Dutch Grill. Try our hospitality and comfort.
E. L. LELAND, Mgr.

HOTEL RICKMAN
KALAMAZOO, MICH.
One Block from Union Station
Rates, \$1.50 per day up.
JOHN EHRLMAN, Manager

HOTEL KERNS
LARGEST HOTEL IN LANSING
300 Rooms With or Without Bath
Popular Priced Cafeteria in Connection. Rates \$1.50 up.
E. S. RICHARDSON, Proprietor

WESTERN HOTEL
BIG RAPIDS, MICH.
Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated. A good place to stop. American plan. Rates reasonable.
WILL F. JENKINS, Manager

CODY HOTEL
GRAND RAPIDS
RATES—\$1.50 up without bath.
\$2.50 up with bath.
CAFETERIA IN CONNECTION

HOTEL OLDS
LANSING
300 Rooms 300 Baths
Absolutely Fireproof
Moderate Rates
Under the Direction of the
Continental-Leland Corp.
GEORGE L. CROCKER,
Manager.

Wolverine Hotel
BOYNE CITY, MICHIGAN
Fire Proof—60 rooms. THE LEADING COMMERCIAL AND RESORT HOTEL. American Plan, \$4.00 and up; European Plan, \$1.50 and up.
Open the year around.

CUSHMAN HOTEL
PETOSKEY, MICHIGAN
The best is none too good for a tired Commercial Traveler.
Try the CUSHMAN on your next trip and you will feel right at home.

Columbia Hotel
KALAMAZOO
Good Place To Tie To

Four Flags Hotel
NILES, MICH.
80 Rooms—50 Baths
30 Rooms with Private Toilets
C. L. HOLDEN, Mgr.

Occidental Hotel
FIRE PROOF
CENTRALLY LOCATED
Rates \$1.50 and up
EDWARD R. SWETT, Mgr.
Muskegon Michigan

HOTEL DOHERTY
CLARE, MICHIGAN
Absolutely Fire Proof, Sixty Rooms, All Modern Conveniences. RATES from \$1.50. Excellent Coffee Shop.
"Ask the Boys who Stop Here."

kegon Chamber of Commerce to enter other service, has gone back to his former love, whereat Muskegon people are happy. As an organizer Mr. Buikema is without a peer in Michigan, and he most certainly demonstrated his ability along those lines in the upbuilding of the Muskegon body, which is to be congratulated in his return thereto.

When one is enabled to stretch his limbs under the mahogany of the Hotel Chippewa, Manistee, he may well claim that he has arrived—a feeling that continues when he has been installed in one of its guest chambers, which are always warm, well lighted, clean and amply and luxuriously furnished. But "catching up" with the genial manager, Henry M. Nelson, is completing the proposition with the "top shelf." For instance you drop into a comfortable and cheerful dining room, and a tidily uniformed waitress places before you a luncheon menu like the following, for which the modest charge of 75 cents is made:

Tomato Bouillon Dill Pickles
Danish Cucumbers Baked Lake Trout, Lemon Sauce
Roast Leg of Pork, Apple Sauce
Spare Ribs and Sauer Kraut
Hamburg Steak, Brown Gravy
Steamed and American Fried Potatoes
Sugar Corn
Pear Salad Blueberry Pie
Apple Dumpling with Sauce
Beverages

The Chippewa is prosperous, and it ought to be, for it more nearly meets the requirements of the traveler than almost any Michigan hotel I know of, and I claim the distinction of having visited every one of them, near and far.

Another thing that commends the Chippewa to the public is that its charges are fair and equitable, which applies to both its feeding and housing. Its owners have always been satisfied with reasonable returns on their investment, and anything above that has been returned to its patrons in the shape of improvements, which have always been made in advance of the requirements of their guests, and then, besides, there is "Henry."

Four counties in Northeastern Michigan have presented arguments before the State Utilities Commission against the petition of the Detroit & Mackinaw Railroad for permission to abandon several short lines traversing these counties.

They explain that the abandonment of railroad service will leave twenty-eight towns without proper transportation and reduce struggling farm communities to a condition most uncertain and discouraging. The company, for its part, declares that the branch lines cost more than they earn and put an unfair weight on the operation of the parts where the earnings exceed the expense. In addition to the moral problem at stake, there is, among the interested public, a tinge of sentimentality; something, of course, unknown in railroad operation. It means "life, liberty and pursuit of happiness" to a large degree.

Like many railroad building promotion schemes, construction of lines enabled financiers to bond them for much more than their value or more than would be reasonably warranted under ordinary conditions, but the frontiersman did not know of these conditions. The railroad held out a tempting bait of cheap land, augmented by rail transportation. The settler used his meager capital and a fund of labor in improving his holdings, firm in the belief that it was being done under conditions which would endure for all time. No one thought of a temporary existence of such transportation, hence towns sprung up, public improvements were made and, quite likely, debts were created, the payment of which depended on the facilities which would be enjoyed by posterity. Here is where the sentiment comes in. The builders of the railway lines

enjoyed their measure of prosperity as they went along merrily constructing railroads at a cost of \$15,000 per mile and selling them to bondholders at \$40,000. Perhaps the bond holders did not know this, but experience should have made them more conservative.

But the farmer had never had the experience. It was his one and great speculation. Disappointments were meted out to him, but he still clung to the one hope that there was still one avenue of escape left from his troubles—the railroad train.

Undoubtedly if rails are abandoned other transportation will be introduced and the seeming "unfortunate" will in the end accustom himself to changed conditions. But is it fair?

The Interstate Commerce Commission and the various state bodies have been very reluctant to go on record with decisions governing such cases, but while the question of sentiment cannot, as a rule, enter into their deliberations, there might be exercised a spirit of fairness, which would at least require the railroad to furnish some sort of service until changed conditions make it unessential.

Frank S. Verbeck.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 23—The slaughter of deer by the mighty army of hunters now in our Northern woods has not had any effect on the meat business, as comparatively few deer have been killed as yet, due mostly to the unfavorable weather. The deer keep close in the swamps, where it is almost impossible for the hunters to enter. The first accident of the season reported happened to Fred Rhodes, of Detroit, formerly from the Soo. While a guest at the Buckhorn hunting camp, near Hulbert, he was shot in the arm. He was taken to the Memorial hospital here and removed later to Detroit. The cause of the accident is kept a secret by him, also his companions.

Our City Commission has authorized the purchase of a ten ton tractor to be used in plowing the streets of snow this winter. This will aid in the fire protection, as well as facilitate the movement of traffic during the winter months. It has often been impossible for the fire pumper to leave the main traveled streets.

Mrs. Gertrude Sullivan is moving her hat shop from its present location, 557 Ashmun street, across the street, where she will open for business on Saturday.

The chap who rocked the boat this summer and lived to tell about it is now out in the country picking mushrooms.

John Dahl, of Rockland, Ontonagon county, is said to have raised the best apples in Cloverland this year. He was awarded five first prizes at the Houghton fair.

Sign in one of our restaurants: "Don't divorce your wife if she can't cook. Eat here and keep her for a pet."

The Ecklund Brothers Co., of Cloquet and Duluth, is getting a good start at its sawmill and camps at Walsh Siding, on the D., S. S. & A., in Schoolcraft county, twelve miles West of Seney. The company owns about 80,000,000 feet of hardwood and hemlock timber North of Walsh Siding and operations in the district will be extensive for some years to come. About 300 men will be employed in the camps and mill.

The crop of turkeys is the smallest for Thanksgiving here this year that it has been in years. Due to the unfavorable weather, the turkeys did not do so well, and the shipment to the outside markets was about a quarter as much as it was last year at this time.

D. H. Maloney, one of our well-known clothiers, will soon leave for his winter home at Dave, Florida, where

he and his wife have spent so many winters. When asked about what he thought of Florida since the storm, he said he would continue to winter in the South, as the storm was not nearly so bad as reported in the papers. He contends there was much more damage and many more lives lost in the recent cyclone that swept over the West.

Henry LaLonde, who for many years has been conducting a china and notion bazaar on Ashmun street, will sell his business to his brother, Edward, who will continue the business. Whether or not Henry will move elsewhere has not been announced. He

has a host of friends here that would like to see him remain in the Soo.

Mr. and Mrs. T. Thoenen have closed their summer home at Nebish for the season and expect to spend the winter in the South again, returning in the spring.

William G. Tapert.

Moderation works well usually, but fails when you try to make a home run.

As your skill increases, your work gets easier.

NEW ISSUE:

\$600,000

ALASKA REFRIGERATOR COMPANY MUSKEGON, MICHIGAN

6% First (Closed) Mortgage Gold Bonds Due September 1, 1941

Direct obligation of Alaska Refrigerator Company, which was established over forty-five years ago. This Company now recognized as one of the largest manufacturers of Refrigerators in the world.

Secured by First Mortgage on all the real estate, buildings, and fixed equipment, which has been appraised as having a sound value of \$1,193,000, making this approximately a 50% loan. Net Earnings for the year ended June 30, 1926 were \$314,880—over 8½ times interest requirements on this issue.

Mortgage provides a Sinking Fund sufficient to retire in excess of 60% of this issue by maturity.

Tax exempt in Michigan.

PRICE 100 AND ACCRUED INTEREST TO YIELD 6%

HOWE, SNOW & BERTLES

(Incorporated)

Investment Securities

GRAND RAPIDS

NEW YORK

CHICAGO

DETROIT

SAN FRANCISCO

All information given herein is from official sources or from sources which we regard as reliable, but in no event are the statements herein contained to be regarded as our representation.

HOTEL CHIPPEWA

European Plan
MANISTEE, MICH.

HENRY M. NELSON, Manager

New Hotel with all Modern Conveniences—Elevator, Etc.

150 Outside Rooms

Dining Room Service

Hot and Cold Running Water and Telephone in every Room

\$1.50 and up

60 Rooms with Bath \$2.50 and \$3.00

In KALAMAZOO, MICHIGAN is the famous NEW BURDICK

In the Very Heart of the City

Fireproof Construction

The Only All New Hotel in the City. Representing a \$1,000,000 Investment
250 Rooms—150 Rooms with Private Bath—European \$1.50 and up per Day
RESTAURANT AND GRILL—Cafeteria, Quick Service, Popular Prices
Entire Seventh Floor Devoted to Especially Equipped Sample Rooms
WALTER J. HODGES, Pres. and Gen. Mgr.

The Center of Social and Business Activities

THE PANTLIND HOTEL

Everything that a Modern Hotel should be.

Rooms \$2.00 and up.

With Bath \$2.50 and up.

HOTEL BROWNING

150 Fireproof Rooms

GRAND RAPIDS

Corner Sheldon and Oakes;
Facing Union Depot;
Three Blocks Away.

Rooms with bath, single \$2 to \$2.50
Rooms with bath, double \$3 to \$3.50
None Higher.

DRUGS

Michigan Board of Pharmacy.
President—Claude C. Jones.
Vice-President—James E. Way.
Director—H. H. Hoffman, Lansing.
Coming Examinations—Grand Rapids,
Nov. 16, 17 and 18; Detroit, Jan 18, 19
and 20.

Trade Based on Personal Contact.

For two years a lawyer stopped every morning at a street car junction and bought a package of cigarettes at the drug store there located. It was where the lawyer changed cars. He got into this habit and kept it up. Now and then he bought goods other than cigarettes. Nearly always he would stand outside the store and smoke a cigarette while waiting for his car. Fine for the druggist. He was getting business which really belonged in another bailiwick. Business, however, belongs to the man who is smart enough to get it. Thus for two years things went along very nicely. The proprietor and the various clerks knew the lawyer's name, he exchanged friendly greetings with them day by day, and everything was harmonious.

At the end of two years the lawyer found that his nerves were becoming frazzled, largely through overwork, went to a doctor, and the medical man promptly told him he would have to stop smoking for a time.

"I'll let you smoke again as soon as things come around," stated the doctor, "but for awhile you will have to stop."

The lawyer stopped.

Then he would stand on the corner, awaiting his car without entering the drug store. This went on for several months. One day the lawyer was so waiting when a friend came along and paused to catch the same car. The lawyer began to talk.

"For two years," said he, "I went into that store every morning to buy cigarettes. Then I stopped. The doctor told me to stop smoking, but the druggist doesn't know that. Wouldn't you think that he, seeing me out here every morning, would step out and ask me if anything had gone wrong?"

"Probably he doesn't want to be intrusive," suggested the friend.

"Look like he's short on business enterprise to me," declared the other. "If I suddenly lost a good customer I'd ask him why."

"You'd get mad if he did ask you."

"No, I wouldn't. He's short on business enterprise, I say."

Then the car came along and they boarded it, the lawyer grumbling to himself and shaking his head.

This episode is taken from life.

Was the druggist wise in not speaking to the lawyer? Or should he have spoken? What would be the rule to follow?

As a matter of fact, in this case the druggist had much better have made enquiries, for the lawyer became disgruntled, and never went back to the store.

To suggest a general rule, when a customer suddenly stops visiting the store, it is advisable to write him a letter or pay him a call. A call is safer. When a customer stops there must be some reason for it. Where is the harm in asking why? In this case the customer was not disgruntled. He had to stop smoking. He really took offense because the druggist had nothing to say to him. We can see how this might readily happen. In business personal contacts cut a big figure. It pays to know your customers by name and to call them by name. Perhaps we are not saying too much in saying that given two stores side by side, with other things equal, if in one store the customer is called by name and in the other not, in due time the first store will get his entire business. If this surmise be true, then to call a customer by name is vastly important. One result is that if he stops coming to the store you know where to look for him, and how to find him. This is much better than having to say: "Haven't seen that jolly fat man around lately. Wonder what's wrong with him?"

A stranger once went into a little struggling church. The minister gave him a welcome. He came back two or three times and the minister saw him no more. But a lawyer came around a little later and said the stranger had left the church two thousand dollars, and the minister the same amount, on account (as the will said) of "the only kind words that have been spoken to me for many years."

Kind words are never wasted.

There are many lonely, suspicious people in the world.

Sometimes you pass them on the street and hear them talking to themselves. This is not necessarily weak-

ness of mind, merely sheer loneliness. The strongest of men have been known to form the habit. Take the type of man who is known as popular. Why is he popular? Study him and you will find that he radiates good cheer. He may not be witty, he may not be wise, but he has a pleasant manner. The successful politician tries to call people by their names. Some politicians can identify a great many of their constituents. It pays them to do so. At any county fair you can hear some citizen pipe up: "Why the Honorable ain't seen me for two years, yet he knew me the minute he laid eyes on me."

A valuable gift.

People do not like to have their names handled carelessly.

That is, they think the name should be spelled correctly in sending out literature and pronounced correctly in speaking. Be particular about these points. The writer has in mind one druggist who always looks up a new customer in the telephone book or city directory. This gives him the correct spelling of the name, the address, and may give him some insight into the customer's characteristics or financial standing. For example, a very pompous stranger at one time put in an appearance, bought small articles from time to time, and wore an air of affluence. The druggist looked him up in the telephone book, or tried to look him up, for he wasn't there.

"Puts on a tremendous amount of dog for a man who has no telephone," was the store verdict. "He'll probably be wanting to get a check cashed."

When he did they were ready for him.

These episodes, however, are rare. Most personal contacts are pleasant. Keep them so. And don't let a good customer get away from you without making enquiries.

Pushing Holiday Trade.

From present indications, more elaborate means than ever before will be taken by retail stores throughout the country to signalize the "official" opening of the Christmas holiday selling period. Not only will the undertakings be more lavish and expensive on the part of stores which have carried them on in the last couple of years, but the number of stores featuring them is growing larger every year, according

to observers in close touch with developments.

One of the outstanding things that will be done by several stores is the holding of a gigantic parade on Thanksgiving Day, announcing the arrival of Santa Claus and all his fairyland and story-book cohorts. In one case, it was said, a Middle West store is arranging to have Santa come by airplane to a landing place not far from the store. He will be met by a reception committee and a parade will escort him to the store, which proclaims itself his headquarters.

The parade and greeting idea is being worked in other forms by the stores and serves to concentrate attention on the fact that the stores are now ready to handle all of their Christmas customers. To the children it has the same appeal as the old-time circus parade and its advertising value as such justifies the cost to the store, in the opinion of those who favor it. Its main object, they say, is the creation, not only in the mind of the child but in the adult as well, of added prestige for the store as a Christmas shopping headquarters.

Moreover, the Christmas display and entertainments within the store itself are taking on a more lavish character each year. While some doubt has been expressed as to the actual gain of the store for so great an outlay, the fact that so many stores have adopted this means of interesting consumers indicates the widespread belief in its effectiveness.

Helpful Hints on Filling Capsule Prescriptions.

Many experienced men invariably follow a few simple rules in filling capsules. If, say, twenty capsules are called for, they count out the required number of empty capsules first, place them in the cover of the prescription box, and put the stock capsule drawer or container back in the cabinet or on the shelf.

This procedure keeps the empty capsule stock clean. If, on the other hand, empty capsules are taken out of the drawer and filled one at a time, powder gets into the stock capsule drawer and the capsules become dirty and dusty before they are ever taken out.

Keeping the tips of the fingers dusted with lycopodium prevents the phar-

DRUG STORES FOR WELL PEOPLE

Wilmarth

MADE IN GRAND RAPIDS

Representatives in principal cities.
Consult your local telephone book.

WELCH-WILMARTH CORPORATION
GRAND RAPIDS, MICH.

Store Planners, Designers and Manufacturers of Finest Store Fixtures in the World.

DRUG STORE PLANNING
Recommendations to fit individual conditions.

DRUG STORE FIXTURES
Planned to make every foot of store into sales space.

macist from smearing the outside of the capsules, if the powder is more or less sticky.

A roll or two between folds of a chamois skin kept handy for the purpose adds a finishing touch that makes the capsules shine.

Another point is the practice of writing on the prescription the size of the capsule used. When the prescription comes back to be refilled, another man may have the work to do, and he may be puzzled as to whether his associate has packed the powder tight in a No. 2 or filled it fairly loose in a No. 1.

Experienced prescription men know, too, that if time and temper are to be saved, the capsules must be uniform. They must fit perfectly and stay locked. They must have the right strength and "give" to stand the rapid work in a busy prescription room.

Automobile Body Polish.

Beeswax -----250.0 parts
Potassium carbonate ----- 2.5 parts

Dissolve the potassium carbonate in 150 parts of water, cut the wax into very small pieces and add it to the solution of potassium carbonate, boiling until it is partly saponified, adding water to replace that lost by evaporation. Then remove the heat and stir briskly until cold. Now add 400 parts turpentine, small quantities at a time, stirring briskly upon each addition, until a smooth emulsion results. Add 400 parts of distilled water. Perfume to suit. If a color is desirable soak one ounce of alkanet root in each quart of turpentine used.

To use, wash the automobile body with soap and water, dry, and apply the polish as thinly as possible; then rub off with a woolen cloth, the longer the rubbing the higher the gloss.

A few drops of gasoline added to the soap and water for washing help clean the body of oil and grease.

Origin and History of Mistletoe.

The use of mistletoe in ceremonies and on festive occasions, although used now only as a Yuletide decoration, dates back many centuries before the birth of Christ.

There are about three hundred different kinds of mistletoe in the world and each variety grows on the branches of trees and has little white or pink berries.

The mistletoe, unlike most other plants, get no food from the ground. Instead it gets all of its nourishment from the trees on which it grows.

Another curious thing about the mistletoe is that although it blossoms earlier in the year than the tree on which it grows, yet the little berries do not ripen before December. Perhaps this is because it has to steal its food from the trees and therefore cannot ripen earlier. The very name "mistletoe" gives some idea of its significance. In the Anglo-Saxon language "mist" means gloom, and it comes in midwinter, the gloomiest time of the year.

The gathering of mistletoe was a very important ceremony among the Druids. About five days after the new moon, they marched in stately procession in the forest and raised an altar of straw beneath the finest mistletoe-bearing oak they could find. The Arch-Druid would ascend the oak and with a jeweled knife remove the sacred mistletoe.

The others stood beneath the tree and caught the plant upon a white cloth, for if a portion of it touched the earth it was an omen of misfortune to the land.

And this is doubtless the reason why it is still the custom to hang it from the ceiling, and why it is supposed to lose its charm if it touches the floor.

WHOLESALE DRUG PRICE CURRENT

Prices quoted are nominal, based on market the day of issue.

Acids		Cotton Seed		Belladonna	
Boric (Powd.)	12 1/2 @ 20	Cubebs	6 50 @ 75	Benzoin	@ 1 35
Boric (Xtal)	15 @ 25	Eigeron	9 00 @ 25	Benzoin Comp'd	@ 2 10
Carbolic	34 @ 40	Eucalyptus	1 25 @ 1 50	Buchu	@ 2 55
Citric	50 @ 65	Hemlock, pure	1 75 @ 2 00	Cantharadics	@ 2 55
Muriatic	3 1/2 @ 8	Juniper Berries	4 50 @ 4 75	Capsicum	@ 2 20
Nitric	9 @ 15	Juniper Wood	1 50 @ 1 75	Catechu	@ 1 75
Oxalic	16 1/2 @ 25	Lard, extra	1 55 @ 1 65	Cinchona	@ 2 10
Sulphuric	3 1/2 @ 8	Lard, No. 1	1 25 @ 1 40	Colchicum	@ 1 80
Tartaric	40 @ 50	Lavender Flow.	7 50 @ 7 75	Cubebs	@ 3 00
Ammonia		Lavender Gar'n	85 @ 1 20	Digitalis	@ 1 80
Water, 26 deg.	06 @ 16	Lemon	4 25 @ 4 50	Gentian	@ 1 35
Water, 18 deg.	05 1/2 @ 13	Linseed, raw, bbl.	@ 88	Ginger, D. S.	@ 1 30
Water, 14 deg.	04 1/2 @ 11	Linseed, boiled, bbl.	@ 91	Guaiaac	@ 2 20
Carbonate	20 @ 25	Linseed, bld. less	98 @ 1 11	Guaiaac, Ammon.	@ 2 00
Chloride (Gran.)	09 @ 20	Linseed, rw. less	98 @ 1 08	Iodine	@ 95
Balsams		Mustard, artifl. oz.	@ 35	Iodine, Colorless	@ 1 50
Copaiba	85 @ 1 25	Neatsfoot	1 35 @ 1 50	Iron, Clo.	@ 1 35
Flr (Canada)	2 75 @ 3 00	Olive, pure	3 75 @ 4 50	Kino	@ 1 40
Flr (Oregon)	65 @ 1 00	Olive, Malaga,		Myrrh	@ 2 50
Peru	3 00 @ 3 25	yellow	2 75 @ 3 00	Nux Vomica	@ 1 55
Tolu	2 00 @ 2 25	Olive, Malaga,		Opium	3 50
Barks		green	2 75 @ 3 00	Opium, Camp.	@ 85
Cassia (ordinary)	25 @ 30	Orange, Sweet	5 00 @ 5 25	Opium, Deodoriz'd	@ 3 50
Cassia (Saigon)	50 @ 60	Origanum, pure	@ 2 50	Rhubarb	@ 1 70
Sassafras (pw. 50c)	@ 50	Origanum, com'l	1 00 @ 1 20	Paints	
Soap Cut (powd.)		Pennyroyal	3 25 @ 3 50	Lead, red dry	15 1/4 @ 15 1/4
30c	18 @ 25	Peppermint	10 50 @ 10 75	Lead, white dry	15 1/4 @ 15 1/4
Berries		Rose, pure	13 50 @ 14 00	Lead, white oil	15 1/4 @ 15 1/4
Cubeb	@ 1 00	Rosemary Flows	1 25 @ 1 50	Ochre, yellow bbl.	@ 2 1/2
Fish	@ 25	Sandelwood, E.		Ochre, yellow less	3 @ 6
Juniper	12 @ 25	I.	10 50 @ 10 75	Red Venet'n Am.	3 1/2 @ 7
Prickly Ash	@ 1 25	Sassafras, true	1 75 @ 2 00	Red Venet'n Eng.	4 @ 8
Extracts		Sassafras, art'l	75 @ 1 00	Putty	5 @ 8
Licorice	60 @ 65	Spearmint	9 00 @ 9 25	Whiting, bbl.	@ 4 1/2
Licorice, powd.	50 @ 60	Sperm	1 50 @ 1 75	Whiting	5 1/2 @ 10
Flowers		Tany	9 00 @ 9 25	L. H. P. Prep.	3 05 @ 3 25
Arnica	@ 40	Tar USP	65 @ 75	Rogers Prep.	3 05 @ 3 25
Chamomile (Ged.)	@ 60	Turpentine, bbl.	@ 94	Miscellaneous	
Chamomile Rom.	@ 50	Turpentine, less	1 01 @ 1 14	Acetanilid	47 @ 55
Gums		Wintergreen,		Alum	08 @ 12
Acacia, 1st	50 @ 55	leaf	6 00 @ 6 25	Alum, powd. and	
Acacia, 2nd	45 @ 50	Wintergreen, sweet	3 00 @ 3 25	ground	09 @ 15
Acacia, Sorts	20 @ 25	birch	75 @ 1 00	Bismuth, Subni-	
Acacia, Powdered	35 @ 40	Wintergreen, art	75 @ 1 00	trate	3 87 @ 4 07
Aloes (Barb Pow)	25 @ 35	Worm seed	8 00 @ 8 25	Borax xtal or	
Aloes (Cape Pow)	25 @ 35	Wormwood	9 00 @ 9 25	powdered	07 @ 12
Aloes (Soc. Pow.)	65 @ 70	Potassium		Cantharades, po.	1 50 @ 2 00
Asafoetida	50 @ 60	Bicarbonate	35 @ 40	Calomel	2 22 @ 2 43
Pow.	75 @ 1 10	Bichromate	15 @ 25	Capsicum, pow'd	35 @ 40
Camphor	1 05 @ 1 10	Bromide	69 @ 85	Carmine	7 00 @ 7 50
Guaiaac	@ 80	Bromide	54 @ 71	Cassia Buds	35 @ 40
Guaiaac, pow'd	@ 90	Chlorate, gran'd	23 @ 30	Cloves	50 @ 55
Kino	@ 1 10	Chlorate, powd.	16 @ 25	Chalk Prepared	14 @ 16
Kino, powdered	@ 20	or Xtal	30 @ 36	Chloroform	51 @ 60
Myrrh	@ 60	Cyanide	30 @ 30	Chloral Hydrate	1 35 @ 1 55
Myrrh, powdered	@ 65	Iodide	4 66 @ 4 80	Cocaine	12 10 @ 12 80
Opium, powd.	19 65 @ 19 92	Permanganate	20 @ 30	Cocoa Butter	55 @ 75
Opium, gran.	19 65 @ 19 92	Prussiate, yellow	40 @ 50	Corks, list, less	40-10%
Shellac	65 @ 80	Prussiate, red	@ 70	Copperas	2 1/2 @ 10
Shallac Bleached	70 @ 85	Sulphate	35 @ 40	Copperas, Powd.	4 @ 10
Tragacanth, pow.	@ 1 75	Roots		Corrosive Sublim	1 80 @ 2 00
Tragacanth	1 75 @ 2 25	Alkanet	30 @ 35	Cream Tartar	31 @ 38
Turpentine	@ 30	Blood, powdered	35 @ 40	Cuttle bone	40 @ 50
Insecticides		Calamus	35 @ 75	Dextrine	6 @ 15
Arsenic	08 @ 20	Elecampane, pwd.	25 @ 30	Dover's Powder	3 50 @ 4 00
Blue Vitriol, bbl.	@ 07 1/2	Gentian, powd.	20 @ 30	Emery, All Nos.	10 @ 15
Blue Vitriol, less	08 @ 15	Ginger, African,		Emery, Powdered	@ 15
Bordea, Mix Dry	13 @ 22	powdered	30 @ 35	Epsom Salts, bbls.	@
Hellebore, White		Ginger, Jamaica,	60 @ 65	Epsom Salts, less	3 1/2 @ 10
powdered	18 @ 30	powdered	45 @ 50	Ergot, powdered	@ 2 50
Insect Powder	35 @ 45	Ginger, Jamaica,		Flake, White	15 @ 20
Lead Arsenate Po.	18 @ 31	powdered	@ 85 50	Formadehyde, lb.	15 @ 30
Lime and Sulphur		Goldenseal, pow.	@ 60 00	Gelatine	80 @ 90
Dry	8 @ 23	Ipecac, powd.	@ 60 00	Glassware, less 55%	
Paris Green	20 @ 37	Licorice	35 @ 40	Glassware, full case 60%	
Leaves		Licorice, powd.	20 @ 30	Glauber Salts, bbl.	@ 02 1/2
Buchu	85 @ 1 00	Orris, powdered	30 @ 40	Glauber Salts, less	04 @ 10
Buchu, powdered	@ 1 00	Poke, powdered	35 @ 40	Glue, Brown	21 @ 30
Sage, Bulk	25 @ 30	Rhubarb, powd.	@ 1 00	Glue, Brown Grd	15 @ 20
Sage, 1/4 loose	@ 40	Rosinwood, powd.	@ 40	Glue, White	27 1/2 @ 35
Sage, powdered	@ 35	Sarsaparilla, Hond.	@ 90	Glue, white grd.	25 @ 35
Senna, Alex.	50 @ 75	ground	@ 90	Glycerine	36 @ 56
Senna, Tinn. pow.	30 @ 35	Sarsaparilla Mexican,		Hops	70 @ 85
Uva Ursi	20 @ 25	Glycerine	32 @ 52	Iodine	6 45 @ 6 90
Oils		Squills	35 @ 40	Iodoform	7 35 @ 7 65
Almonds, Bitter,		Squills, powdered	60 @ 70	Lead Acetate	20 @ 30
true	7 50 @ 7 75	Tumeric, powd.	20 @ 25	Mace	@ 1 50
Almonds, Bitter,		Valerian, powd.	@ 1 00	Mace, powdered	@ 1 60
artificial	3 00 @ 3 25	Seeds		Menthol	7 50 @ 8 00
Almonds, Sweet,		Anise	@ 35	Morphine	11 18 @ 11 93
true	1 50 @ 1 80	Anise, powdered	35 @ 40	Nux Vomica	@ 30
Almonds, Sweet,		Bird, ls	13 @ 17	Nux Vomica, pow.	17 @ 25
imitation	1 00 @ 1 25	Canary	10 @ 16	Pepper black, pow.	40 @ 50
Amber, crude	1 25 @ 1 50	Caraway, Po.	25 @ 30	Pepper, White, pw.	50 @ 55
Amber, rectified	1 50 @ 1 75	Cardamon	3 75 @ 4 00	Pitch, Burgudry	20 @ 25
Anise	1 40 @ 1 60	Coriander pow.	30 @ 40	Quassia	12 @ 15
Bergamont	11 50 @ 11 75	Dill	15 @ 20	Quinine, 5 oz. cans	@ 59
Cajeput	1 50 @ 1 75	Fennel	25 @ 40	Rochelle Salts	30 @ 35
Cassia	4 00 @ 4 25	Flax	08 @ 15	Sacharine	@ 80
Castor	1 40 @ 1 65	Flax, ground	08 @ 15	Salt Peter	11 @ 22
Cedar Leaf	1 75 @ 2 00	Foenugreek, pwd.	15 @ 25	Seidlitz Mixture	30 @ 40
Citronella	1 25 @ 1 50	Hemp	8 @ 15	Soap, green	15 @ 30
Cloves	3 00 @ 3 25	Lobelia, powd.	@ 1 60	Soap mott cast.	22 1/2 @ 25
Cocoonut	25 @ 35	Mustard, yellow	17 @ 25	Soap, white castile	@ 12 50
Cod Liver	1 75 @ 2 00	Mustard, black	20 @ 25	less, per bar	@ 1 45
Croton	2 00 @ 2 25	Poppy	15 @ 30	Soda Ash	3 @ 10
Tinctures		Quince	1 25 @ 1 50	Soda Bicarbonate	3 1/2 @ 10
Aconite	@ 1 80	Rape	15 @ 20	Soda, Sal	02 1/2 @ 08
Aloes	@ 1 45	Sabadilla	50 @ 60	Spirits Camphor	@ 1 35
Arnica	@ 1 10	Sunflower	11 1/2 @ 15	Sulphur, roll	3 1/2 @ 10
Asafoetida	@ 2 40	Worm, American	30 @ 40	Sulphur, Subl.	4 1/2 @ 15

HOLIDAY GOODS

We are showing this year a wonderful line and you had better hurry along for it is now on display at Grand Rapids in our own building 38-44 Oakes St. We still have a most excellent supply of:

PERFUMES, TOILET WATERS, SAFETY RAZORS, VACUUM BOTTLES, HARMONICAS, TOILET SETS, WHITE AND FANCY IVORY SETS, ATOMIZERS, INGERSOLL WATCHES, BIG BEN CLOCKS, BOX PAPERS, BOOKS, KODAKS, YALE FLASHLIGHTS, PARKER FOUNTAIN PENS, POKER SETS, PIPES, CARDS IN CASES, LEATHER GOODS, MUSIC ROLLS, INCENSE BURNERS, CANDLE STICKS, MEMORY BOOKS, SMOKERS ARTICLES, BOOK ENDS, WAX SETS, TOY BOOKS, BIBLES, RATTLES, GAMES, TISSUE PAPER, XMAS CARDS, TAGS, SEALS, PAPER NAPKINS, DECORATED XMAS CREPE PAPER, CANDLES, ETC., ETC.

We would be much pleased if you would inspect our line at once while complete.

Hazeltine & Perkins Drug Company

Manistee

Wholesale Only
MICHIGAN

Grand Rapids

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Evaporated Milk

DECLINED

Pork
Lard
Smoked Meats
Twine

AMMONIA

Arctic, 10 oz., 3 dz. cs. 3 75
Arctic, 16 oz., 2 dz. cs. 4 00
Arctic, 32 oz., 1 dz. cs. 3 25
Quaker, 36, 12 oz. case 3 85



AXLE GREASE

48, 1 lb. 4 25
24, 3 lb. 6 00
10 lb. pails, per doz. 8 50
15 lb. pails, per doz. 11 95
25 lb. pails, per doz. 19 50

BAKING POWDERS

Arctic, 7 oz. tumbler 1 35
Queen Flake, 16 oz., dz 2 25
Royal, 10c, doz. 95
Royal, 6 oz., doz. 2 70
Royal, 12 oz., doz. 5 20
Royal, 5 lb. 31 20
Rocket, 16 oz., doz. 1 25

K. C. Brand

10c size, 4 doz. 3 70
15c size, 4 doz. 5 50
20c size, 4 doz. 7 20
25c size, 4 doz. 9 20
50c size, 2 doz. 8 80
80c size, 1 doz. 8 85
10 lb. size, 1/2 doz. 6 75
Freight prepaid to jobbing point on case goods.
Terms: 30 days net or 2% cash discount if remittance reaches us within 10 days from date of invoice. Drop shipments from factory.

BEECH-NUT BRANDS.



Mints, all flavors 60
Gum 70
Fruit Drops 70
Caramels 70
Sliced bacon, large 5 40
Sliced bacon, medium 3 30
Sliced beef, medium 2 80
Grape Jelly, large 4 50
Sliced beef, large 4 50
Grape Jelly, medium 2 70
Peanut butter, 16 oz. 4 05
Peanut butter, 10 1/2 oz. 2 75
Peanut butter, 6 1/2 oz. 1 75
Peanut butter, 3 1/2 oz. 1 15
Prepared Spaghetti 1 40
Baked beans, 16 oz. 1 40

BLUING

The Original

Condensed

2 oz., 4 dz. cs. 3 00
3 oz., 3 dz. cs. 3 75

BREAKFAST FOODS

Kellogg's Brands.

Corn Flakes, No. 136 3 45
Corn Flakes, No. 124 3 45
Corn Flakes, No. 102 2 00
Pep, No. 224 2 70
Pep, No. 202 1 75
Krumbs, No. 424 2 70
Bran Flakes, No. 624 2 45
Bran Flakes, No. 602 1 50

Post's Brands.

Grape-Nuts, 24s 3 80
Grape-Nuts, 100s 2 75
Instant Postum, No. 8 5 40

Instant Postum, No. 9 5 00

Instant Postum, No. 10 4 50
Postum Cereal, No. 0 2 25
Postum Cereal, No. 1 2 70
Post Toasties, 36s 3 45
Post Toasties, 24s 3 45
Post's Bran, 24s 2 70

BROOMS

Jewell, doz. 5 25
Standard Parlor, 23 lb. 8 25
Fancy Parlor, 23 lb. 9 25
Ex. Fancy Parlor 25 lb. 9 75
Ex. Fcy. Parlor 26 lb. 10 00
Toy 1 75
Whisk, No. 3 2 75

BRUSHES

Solid Back, 8 in. 1 50
Solid Back, 1 in. 1 75
Pointed Ends 1 25

Stove

Shaker 1 80
No. 50 2 00
Peerless 2 60

Shoe

No. 4-0 2 25
No. 20 3 00

BUTTER COLOR

Dandelion, 2 85

CANDLES

Electric Light, 40 lbs. 12 1
Plumber, 40 lbs. 12 5
Paraffine, 6s 14 1/4
Paraffine, 12s 14 1/4
Wickling 10
Tudor, 6s, per box 30

CANNED FRUIT

Apples, 3 lb. Standard 1 50
Apples, No. 10 4 75
Apple Sauce, No. 10 8 00
Apricots, No. 1 1 75
Apricots, No. 2 3 00
Apricots, No. 2 1/2 3 00
Apricots, No. 10 3 25
Blackberries, No. 10 10 50
Blueberries, No. 10 13 50
Cherries, No. 2 3 75
Cherries, No. 2 1/2 4 50
Cherries, No. 10 14 00
Loganberries, No. 2 3 00
Loganberries, No. 10 10 00
Peaches, No. 1 1 50
Peaches, No. 1, Sliced 1 25
Peaches, No. 2 2 75
Peaches, No. 2 1/2 Mich 3 25
Peaches, 2 1/2 Cal. 3 00
Peaches, 10, Mich. 8 50
Pineapple, 1 sl. 1 75
Pineapple, 2 sl. 3 40
Pineapple, 3 br. sl. 3 40
Pineapple, 2 1/2 sl. 3 00
Pineapple, 1 cru. 3 00
Pineapple, 10 cru. 9 50
Pears, No. 2 3 15
Pears, No. 2 1/2 4 25
Plums, No. 2 2 40
Plums, No. 2 1/2 3 00
Raspberries, No. 2, blk 3 00
Raspb's, Red, No. 10 13 50
Raspb's, Black, No. 10 12 00
Rhubarb, No. 10 4 75
Strawberries, No. 10 12 00

CANNED FISH

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 50
Clams, Steamed, No. 1 3 00
Clams, Minc'd, No. 1 3 25
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. 3 50
Chicken Haddie, No. 1 3 75
Fish Flakes, small 1 35
Cod Fish Cakes, 10 oz. 1 35
Cove Oysters, 5 oz. 1 65
Lobster, No. 1/4, Star 1 90
Shrimp, 1 wet 1 90
Sard's, 1/2 Oil, Ky 6 10
Sardines, 1/2 Oil, Kless 5 50
Sardines, 1/4 Smoked 6 75
Salmon, Warrens, 1/2 3 30
Salmon, Red Alaska 3 25
Salmon, Med. Alaska 2 85
Salmon, Pink Alaska 1 90
Sardines, Im. 1/2, ea. 10 23
Sardines, Im., 1/2, ea. 25
Sardines, Cal. 1 65
Tuna, 1/2, Albocore 95
Tuna, 1/4, Curtis, doz. 2 20
Tuna, 1/2, Curtis, doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT

Bacon, Med. Beechnut 3 30
Bacon, Lge Beechnut 5 40
Beef, No. 1, Corned 3 10
Beef, No. 1, Roast 3 10
Beef, No. 2 1/2, Qua. sil. 1 50

Beef, 3 1/2 oz. Qua. sil. 2 00
Beef, 5 oz., Qua. sil. 2 75
Beef, No. 1, B'nut, sil. 4 50
Beefsteak & Onions, 3 45
Chili Con Ca., 1s 1 35
Deviled Ham, 1/2 3 20
Deviled Ham, 1/4 3 60
Hamburg Steak & Onions, No. 1 3 15
Potted Beef, 4 oz. 1 10
Potted Meat, 1/4 Libby 52 1/2
Potted Meat, 1/2 Libby 92 1/2
Potted Meat, 1/4 Qua 90
Potted Ham, Gen. 1/4 1 85
Vienna Saus., No. 1 1 45
Vienna Sausage, Qua. 95
Veal Loaf, Medium 2 65

Baked Beans

Campbells, 1c free 5 1 15
Quaker, 18 oz. 85
Fremont, No. 2 1 20
Snider, No. 1 95
Snider, No. 2 1 25
Van Camp, small 85
Van Camp, Med. 1 15

CANNED VEGETABLES.

Asparagus.

No. 1, Green tips 2 75
No. 2 1/2, Lge. Green 4 50
W. Beans, cut 2 1 45
W. Beans, 10 7 50
Green Beans, 2s 1 45
Green Beans, 10s 7 50
L. Beans, 3 gr. 1 35
Lima Beans, 2s, Soaked 95
Red Kid, No. 2 1 25
Beets, No. 2, wh. 1 75
Beets, No. 2, cut 1 20
Beets, No. 3, cut 1 60
Corn, No. 2, stan. 1 25
Corn, Ex. stan. No. 2 1 55
Corn, No. 2, Pan. 1 80
Corn, No. 10 8 00
Hominy, No. 3 1 00
Okra, No. 2, whole 2 00
Okra, No. 2, cut 1 75
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb. 45
Mushrooms, Hotels 38
Mushrooms, Choice 8 oz. 45
Mushrooms, Sur Extra 60
Peas, No. 2, E. J. 1 05
Peas, No. 2, Sift. 1 85
Peas, No. 2, Ex. Sift. 2 85
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35
Pumpkin, No. 10 4 00
Pimentos, 1/4, each 12 1/4
Pimentos, 1/2, each 27
Sw't Potatoes, No. 2 1/2 3 25
Sauerkraut, No. 3 1 40
Succotash, No. 2 1 65
Succotash, No. 2, glass 2 30
Spinach, No. 1 1 25
Spinach, No. 2 1 60
Spinach, No. 2 1 60
Spinach, No. 10 6 00
Tomatoes, No. 2 1 20
Tomatoes, No. 3 1 90
Tomatoes, No. 10 6 00

CATSUP.

B-nut, Small 1 90
Lily of Valley, 14 oz. 3 60
Lily of Valley, 1/2 pint 1 75
Paramount, 24, 8s 1 45
Paramount, 24, 16s 2 40
Paramount, 6, 10s 10 00
Sniders, 8 oz. 1 75
Sniders, 16 oz. 3 55
Quaker, 8 1/2 oz. 1 25
Quaker, 10 1/2 oz. 1 40
Quaker, 14 oz. 1 90
Quaker, Gallon Glass 13 00

CHILI SAUCE

Snider, 16 oz. 3 30
Snider, 8 oz. 3 30
Lilly Valley, 8 oz. 3 25
Lilly Valley, 14 oz. 3 50

OYSTER COCKTAIL.

Sniders, 16 oz. 3 50
Sniders, 8 oz. 3 50

CHEESE

Roquefort 52
Kraft, Small tins 1 65
Kraft, American 1 65
Chili, small tins 1 65
Pimento, small tins 1 65
Roquefort, small tins 2 85
Camembert, small tins 2 85
Wisconsin New 24
Longhorn 28

Mich. Flat Full Cream 26
Michigan Daisies 27
New York New 1926 30
Sap Sago 33
Brick 30

CHEWING GUM.

Adams Black Jack 65
Adams Bloodberry 65
Adams Dentyne 65
Adams Calif. Fruit 65
Adams Sen Sen 65
Beeman's Pepsin 65
Beechnut Wintergreen 70
Beechnut Peppermint 75
Beechnut Spearmint 70
Doublemint 65
Peppermint, Wrigleys 65
Spearmint, Wrigleys 65
Juley Fruit 65
Wrigley's P-K 65
Zeno 65
Teaberry 65

COCOA.

Droste's Dutch, 1 lb. 3 50
Droste's Dutch, 1/2 lb. 4 50
Droste's Dutch, 1/4 lb. 2 25
Droste's Dutch, 5 lb. 60
Chocolate Apples 4 50
Pastelles No. 1 12 60
Pastelles, 1/2 lb. 6 60
Pains De Cafe 3 00
Droste's Bars, 1 doz. 2 00
Delft Pastelles 2 15
1 lb. Rose Tin Bon 18 00
7 oz. Rose Tin Bon 9 00

13 oz. Creme De Cars 13 20
que 13 20
13 oz. Rosaces 10 30
1/2 lb. Rosaces 7 80
1/2 lb. Pastelles 3 40
Langes De Chats 4 30

CHOCOLATE.

Baker, Caracas, 1/4s 37
Baker, Caracas, 1/2s 35

COCOANUT

Dunham's
15 lb. case, 1/4s and 1/2s 48
15 lb. case, 1/2s 47
15 lb. case, 1/4s 46

CLOTHES LINE.

Hemp, 50 ft. 2 00
Twisted Cotton, 50 ft. 3 50
Braided, 50 ft. 2 25
Sash Cord 3 50



COFFE ROASTED

1 lb. Package

Melrose 36
Liberty 28
Quaker 43
Nedrow 41
Morton House 47
Reno 38
Royal Club 42

McLaughlin's Kept-Fresh Vacuum packed. Always fresh. Complete line of high-grade bulk coffees. W. F. McLaughlin & Co., Chicago.

Maxwell House Brand.

1 lb. tins 49
3 lb. tins 1 44
Telfer Coffee Co. Brand 42
Bokay 42

Coffee Extracts

M. Y., per 100 12
Frank's 50 pkgs. 4 35
Hummel's 60 1 lb. 10 1/4

CONDENSED MILK

Leader, 4 doz. 6 75
Eagle, 4 doz. 9 00

MILK COMPOUND

Hebe, Tall, 4 doz. 4 50
Hebe, Baby, 8 doz. 4 40
Caroline, Tall, 4 doz. 3 80
Caroline, Baby 3 50

EVAPORATED MILK

Quaker, Tall, 4 doz. 4 75
Quaker, Baby, 8 doz. 4 65
Quaker, Gallon, 1/2 doz. 4 60

Carnation, Tall, 4 doz. 5 00
Carnation, Baby, 8 ds. 4 90
Every Day, Tall 5 00
Every Day, Baby 4 90
Pat, Tall 5 00
Pat, Baby, 8 oz. 4 90
Borden's Tall 4 90
Borden's Baby 4 90
Van Camp, Tall 4 90
Van Camp, Baby 3 75

CIGARS

G. J. Johnson's Brand
G. J. Johnson Cigar, 10c 75 00
Tunis Johnson Cigar Co.
Van Dam, 10c 75 00
Little Van Dam, 5c 37 50

Worden Grocer Co. Brands
King Edward 37 50
Master Piece, 50 Tin. 35 00
Canadian Club 35 00
Little Tom 37 50
Tom Moore Monarch 75 00
Tom Moore Panetris 65 00
T. Moore Longfellow 95 00
Tom M. Invincible 115 00
Webster's 87 50
Webster Cadillac 75 00
Webster Knickerbocker 95 00
Webster Belmont 110 00
Webster St. Reges 125 00
Tiona 30 00

CONFECTIONERY

Stick Candy Falls
Standard 16
Jumbo Wrapped 19
Pure Sugar Sticks 600s 4 20
Big Stick, 20 lb. case 20

Mixed Candy

Kindergarten 17
Leader 16
X. L. O. 12
French Creams 16
Cameo 19
Grocers 11

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'td 1 70
Choc Marshmallow Dp 1 70
Milk Chocolate A A 1 70
Nibble Sticks 1 85
No. 12, Choc, Light 1 65
Chocolate Nut Rolls 1 80
Magnolia Choc 1 15

Gum Drops

Anise 16
Champion Gums 16
Challenge Gums 14
Favorite 19
Superior, Boxes 23

Lozenges

A. A. Pep. Lozenges 18 1/4
A. A. Pink Lozenges 16
A. A. Choc. Lozenges 16
Motto Hearts 19
Malted Milk Lozenges 21

Hard Goods

Lemon Drops 19
O. F. Horehound dps. 19
Anise Squares 19
Peanut Squares 18
Horehound Tablets 19

Cough Drops

Putnam's 1 25
Smith Bros. 1 50

Package Goods

Creamery Marshmallows
4 oz. pkg., 12s, cart. 85
4 oz. pkg., 48s, case 3 40

Specialties

Walnut Fudge 22
Pineapple Fudge 21
Italian Bon Bons 17
Banquet Cream Mints 30
Silver King M.Mallows 1 50
Walnut Sundae, 24, 5c 80
Neapolitan, 24, 5c 80
Yankee Jack, 24, 5c 80
Mich. Sugar Ca., 24, 5c 80
Pal O Mine, 24, 5c 80
Say Mister, 24, 5c 80
Malty Milkies, 24, 5c 80

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1000 Economic grade 37 50
Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes 28

DRIED FRUITS

Apples
N. Y. Fcy., 50 lb. box 15 1/4
N. Y. Fcy., 14 oz. pkg. 16
Apricots
Evaporated, Choice 30
Evaporated, Fancy 32
Evaporated, Slabs 26

Citron

10 lb. box 48

Currants

Packages, 14 oz. 15
Greek, Bulk, lb. 15

Dates

Dromedary, 36s 6 75

Peaches

Evap. Choice, un. 27
Evap. Ex. Fancy, P. P. 30
Lemon, American 24
Orange, American 24

Raisins.

Seeded, bulk 09 1/2
Thompson's s'dies blk 9 1/2
Thompson's seedless, 15 oz. 10 1/2
Seeded, 15 oz. 12 1/2

California Prunes

90/100, 25 lb. boxes 9 00
60/70, 25 lb. boxes 10 10
50/60, 25 lb. boxes 11 10
40/50, 25 lb. boxes 12 10
30/40, 25 lb. boxes 15 10
20/30, 25 lb. boxes 22 10

FARINACEOUS GOODS

Beans
Med. Hand Picked 05 1/2
Cal. Limas 12
Brown, Swedish 08
Red Kidney 12

Farina

24 packages 3 50
Bulk, per 100 lbs. 04 1/4

Hominy

Pearl, 100 lb. sacks 3 50

Macaroni

Mueller's Brands
9 oz. package, per case 3 60
Elbow, 20 lb., bulk 09
Egg Noodle, 12 lb. 2 22
Egg Noodles, 6 oz. 2 60
Macaroni, 9 oz. 2 60
Spaghetti, 9 oz. 2 60
Quaker, 2 doz. 3 00

Pearl Barley

Chester 4 50
0000 7 00
Barley Grits 5 00
Scotch, Lbs. 05 1/4
Split, lb. yellow 05 1/4
Split green 05 1/4
East India 10

Tapoca

Pearl, 100 lb. sacks 09
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant 3 50

FLAVORING EXTRACTS

JENNINGS' FLAVORING
STANDARD
EXTRACTS

Dos. Vanilla PURE
1 35 1/2 ounce 1 25
1 80 1 1/4 ounce 1 80
3 20 2 3/4 ounce 3 20
3 00 2 ounce 3 00
5 50 4 ounce 5 50

UNITED FLAVOR

Imitation Vanilla
1 ounce, 10 cent, doz. 96
2 ounce, 15 cent, doz. 1 25
3 ounce, 25 cent, doz. 2 0



GELATINE
 16 oz., 1 doz. case 6 00
 1/4 oz., 4 doz. case 3 60
 One doz. free with 5 cases
 Jello-O, 3 doz. 3 45
 Minute, 3 doz. 4 05
 Plymouth, White 1 55
 Quaker, 3 doz. 2 55

HORSE RADISH
 Per doz., 5 oz. 90

JELLY AND PRESERVES
 Pure, 30 lb. pails 3 30
 Imitation, 30 lb. pails 1 75
 Pure, 6 oz. Asst. doz. 1 10
 Buckeye, 18 oz., doz. 2 00



JELLY GLASSES
 8 oz., per doz. 37

OLEOMARGARINE
 Van Westenbrugge Brands
 Carload Distributor

MATCHES
 Swan, 144 4 75
 Diamond, 144 box 6 25
 Searchlight, 144 box 6 25
 Ohio Red Label, 144 bx 4 75
 Ohio Blue Tip, 144 box 6 25
 Ohio Blue Tip, 720-1c 4 50

Safety Matches
 Quaker, 5 gro. case 4 35

MINCE MEAT
 None Such, 4 doz. 6 47
 Quaker, 3 doz. case 3 60
 Libby, Kegs, wet, lb. 22



MOLASSES
 Gold Brer Rabbit
 No. 10, 6 cans to case 5 70
 No. 5, 12 cans to case 5 95
 No. 2 1/2, 24 cans to case 6 20
 No. 1 1/2, 36 cans to case 5 15
 Green Brer Rabbit
 No. 10, 6 cans to case 4 45
 No. 5, 12 cans to case 4 70
 No. 2 1/2, 24 cans to case 4 95
 No. 1 1/2, 36 cans to case 4 20

Aunt Dinah Brand
 No. 10, 6 cans to case 3 00
 No. 5, 12 cans to case 3 25
 No. 2 1/2, 24 cans to case 3 50
 No. 1 1/2, 36 cans to case 3 00

New Orleans
 Fancy Open Kettle 74
 Choice 62
 Fair 41

Half barrels 5c extra
Molasses in Cans
 Dove, 26, 2 lb. Wh. L 5 66
 Dove, 24, 2 1/2 lb. Wh. L 5 26
 Dove, 26, 2 lb. Black 4 30
 Dove, 24, 2 1/2 lb. Black 3 95
 Dove, 6, 10 lb. Blue L 4 45
 Palmetto, 24, 2 1/2 lb. 5 25

NUTS.
Whole
 Almonds, Terregona 25
 Brazil, New 15
 Fancy Mixed 23
 Filberts, Sicily 20
 Peanuts, Virginia Raw 09 1/2
 Peanuts, Vir. roasted 10 1/2
 Peanuts, Jumbo, rstd 10 1/2
 Peanuts, Jumbo, rstd 11 1/2
 Pecans, 3 star 25
 Pecans, Jumbo 40
 Pecans, Mammoth 50
 Walnuts, California 28

Salted Peanuts.
 Fancy, No. 1 14
 Jumbo 17

Shelled.
 Almonds 70
 Peanuts, Spanish, 125 lb. bags 11 1/2
 Filberts 22
 Pecans 1 10
 Walnuts 85

OLIVES.
 Bulk, 5 gal. keg 9 00
 Quart Jars, dozen 6 00
 Bulk, 2 gal. keg 3 75
 Bulk, 3 gal. keg 5 45
 Pint, Jars, dozen 3 35
 4 oz. Jar, plain, doz. 1 35
 5 1/2 oz. Jar, pl., doz. 1 60
 9 oz. Jar, plain, doz. 2 35
 3 oz. Jar, Pl. doz. 4 25
 3 oz. Jar, Stu., doz. 1 35
 6 oz. Jar, stuffed, dz. 2 50
 9 oz. Jar, stuffed, doz. 3 50
 12 oz. Jar, Stuffed, doz. 4 50 @ 4 75
 20 oz. Jar, stuffed dz. 7 00

PARIS GREEN
 1/4 31
 1 27
 2s and 5s 27



PEANUT BUTTER
 Bel Car-Mo Brand
 24 1 lb. pails 24
 8 oz., 2 doz. in case 24
 5 lb. pails, 6 in crate 24
 12 lb. pails 24
 14 lb. pails 24
 50 lb. tins 24
 25 lb. pails 24

PETROLEUM PRODUCTS
Iron Barrels
 Perfection Kerosine 14.6
 Red Crown Gasoline, Tank Wagon 18.7
 Solite Gasoline 20.7
 Gas Machine Gasoline 21.1
 V. M. & P. Naphtha 24.6
 Capitol Cylinder 29.2
 Atlantic Red Engine 21.2
 Winter Black 12.3



Iron Barrels.
 Light 62.3
 Medium 64.2
 Heavy 66.2
 Special heavy 68.2
 Extra heavy 70.2
 Transmission Oil 62.2
 Finol, 4 oz. cans, doz. 1 50
 Finol, 8 oz. cans, doz. 2 25
 Parowax, 100 lb. 9.3
 Parowax, 40, 1 lb. 9.6
 Parowax, 20, 1 lb. 9.7



PICKLES
 Medium Sour
 Barrel, 1600 count 17 00
 Half bbls., 800 count 9 00
 5 gallon, 400 count 4 75

Sweet Small
 30 Gallon, 3000 43 00
 5 gallon, 500 8 25

Dill Pickles.
 800 Size, 15 gal. 10 00
 Cob, 3 doz. in bx. 1 00 @ 1 20

PLAYING CARDS
 Battle Axa, per doz. 2 75
 Dicycle 4 75

POTASH
 Babbitt's, 2 doz. 2 75

FRESH MEATS
Beef
 Top Steers & Heif. 17
 Good Steers & Hf. 14 @ 16
 Med. Steers & Hf. 13 1/2 @ 15
 Com. Steers & Hf. 10 @ 12 1/2

Cows
 Top 14
 Good 13
 Medium 12
 Common 10

Veal.
 Top 18
 Good 16
 Medium 13

Lamb.
 Spring Lamb 24
 Good 23
 Medium 22
 Poor 22

Mutton.
 Good 14
 Medium 12
 Poor 10

Pork.
 Light hogs 15
 Medium hogs 15
 Heavy hogs 13 1/2
 Loins, Med. 23
 Butts 22
 Shoulders 19
 Spareribs 19
 Neck bones 08

PROVISIONS
Barreled Pork
 Clear Back 30 00 @ 32 00
 Short Cut Clear 31 00 @ 33 00
Dry Salt Meats
 S P Bellies 28 00 @ 30 00

Lard
 Pure in tierces 14 1/2
 50 lb. tubs advance 1/4
 50 lb. tubs advance 1/4
 20 lb. pails advance 1/4
 10 lb. pails advance 1/4
 5 lb. pails advance 1/4
 3 lb. pails advance 1/4
 Compound tierces 11 1/4
 Compound, tubs 12

Sausages
 Bologna 15
 Liver 14
 Frankfort 19
 Pork 18 @ 20
 Veal 19
 Tongue, Jellied 35
 Headcheese 18

Smoked Meats
 Hams, Cert., 14-16 lb. 30
 Hams, Cert., 16-18 lb. 31
 Ham, dried beef 32
 Knuckles 22
 California Hams 19
 Picnic Boiled 19
 Hams 35 @ 37
 Boiled Hams 46 @ 47
 Minced Hams 19
 Bacon 24 @ 38

Beet
 Boneless, rum 26 00 @ 28 00
 Rump, new 27 00 @ 30 00

Mince Meat.
 Condensed No. 1 car. 2 00
 Condensed Bakers brick 31
 Moist in glass 8 00

Pig's Feet
 Cooked in Vinegar
 1/4 bbls. 2 50
 1/2 bbls., 35 lbs. 4 50
 3/4 bbls. 10 00
 1 bbl. 25 00
 Kits, 15 lbs. 1 75
 1/4 bbls., 40 lbs. 3 50
 1/2 bbls., 80 lbs. 5 00

Casings
 Hogs, Med., per lb. 57
 Beef, round set 23 @ 36
 Beef, middles, set 1 @ 50
 Sheep, a skeln. 2 @ 65

RICE
 Fancy Blue Rose 06 1/4
 Fancy Head 08
 Broken 03 1/2

ROLLED OATS
 Silver Flake, 12 Fam. 2 25
 Quaker, 18 Regular 1 80
 Quaker, 12s Family 2 70
 Mothers, 12s, M'nun 3 25
 Nedrow, 12s, China 3 25
 Sacks, 90 lb. Jute 3 20
 Sacks, 90 lb. Cotton 3 25
 Steel Cut, 100 lb. sks. 3 50

RUSKS.
Holland Rusk Co.
 Brand
 18 roll packages 2 30
 36 roll packages 4 50
 36 carton packages 5 20
 18 carton packages 2 65

SALERATUS
 Arm and Hammer 3 75

SAL SODA
 Granulated, bbls. 1 80
 Granulated, 60 lbs. cs. 1 60
 Granulated, 36 2 1/2 lb. packages 2 40

COD FISH
 Middles 15 1/4
 Tablets, 1/2 lb. Pure 19 1/4
 Tablets, 1 lb. Pure 1 40
 Wood boxes, Pure 29 1/4
 Whole Cod 11 1/2

Herring
Holland Herring
 Mixed, Keys 1 00
 Mixed, half bbls. 9 50
 Mixed, bbls. 17 00
 Milkers, Kegs 1 10
 Milkers, half bbls. 10 25
 Milkers, bbls. 19 00
 K K K K, Norway 19 50
 8 lb. pails 1 40
 Cut Lunch 1 60
 Boned, 10 lb. boxes 1 15

Lake Herring
 1/2 bbl., 100 lbs. 6 50

Mackerel
 Tubs, 100 lb. fancy fat 24 50
 Tubs, 60 count 7 25
 Pails, 10 lb. Fancy fat 1 75

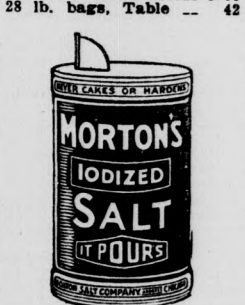
White Fish
 Med. Fancy, 100 lb. 13 00

SHOE BLACKENING
 2 in 1, Paste, doz. 1 35
 E. Z. Combination, dz. 1 35
 Dri-Foot, doz. 2 00
 Bixbys, Doz. 1 35
 Shinola, doz. 90

STOVE POLISH
 Blackline, per doz. 1 35
 Black Silk Liquid, dz. 1 40
 Black Silk Paste, doz. 1 25
 Enamaline Paste, doz. 1 35
 Enamaline Liquid, dz. 1 35
 E. Z. Liquid, per doz. 1 40
 Radium, per doz. 1 85
 Rising Sun, per doz. 1 35
 654 Stove Enamel, dz. 2 80
 Vulcanol, No. 5, doz. 95
 Vulcanol, No. 10, doz. 1 35
 Stovoil, per doz. 3 00

SALT.

Colonial, 24, 2 lb. 95
 Colonial, 36-1 1/2 1 25
 Colonial, Iodized, 24-2 2 00
 Med. No. 1 Bbls. 2 60
 Med. No. 1, 100 lb. bg. 83
 Farmer Spec., 70 lb. 90
 Packers Meat, 56 lb. 57
 Crushed Rock for ice cream, 100 lb., each 75
 Butter Salt, 280 lb. bbl. 4 24
 Block, 50 lb. 40
 Baker Salt, 280 lb. bbl. 4 10
 100, 3 lb. Table 5 75
 70, 4 lb. Table 5 25
 28, 10 lb. Table 5 00
 28 lb. bags, Table 42



Per case, 24, 2 lbs. 2 40
 Five case lots 2 30
 Iodized, 24, 2 lbs. 2 40

SOAP
 Am. Family, 100 box 6 30
 Export, 120 box 4 80
 Big Four Wh. Na. 100s 3 75
 Flake White, 10 box 4 05
 Fels Napha, 100 box 5 50
 Grdms White Na. 10s 4 10
 Rub No More White Napha, 100 box 4 00
 Rub-No-More, yellow 5 00
 Swift Classic, 100 box 4 40
 20 Mule Borax, 100 bx 7 55
 Wool, 100 box 6 50
 Fairy, 100 box 5 50
 Jap Rose, 100 box 7 85
 Palm Olive, 144 box 11 00
 Lava, 100 box 4 90
 Octagon 6 35
 Pummo, 100 box 4 85
 Sweetheart, 100 bx 5 70
 Grandpa Tar, 50 sm. 2 10
 Grandpa Tar, 50 lge. 3 50
 Quaker Hardwater
 Cocoa, 72s, box 2 85
 Fairbank Tar, 100 bx 4 00
 Trilby Soap, 100, 10c, 7 30
 Williams Barber Bar, 9s 50
 Williams Mug, per doz. 48

Gloss
 Argo, 48, 1 lb. pkgs. 3 60
 Argo, 12, 3 lb. pkgs. 2 96
 Argo, 8, 5 lb. pkgs. 3 35
 Silver Gloss, 48, 1s 11 1/4
 Elastic, 64 pkgs. 5 35
 Tiger, 48-1 3 50
 Tiger, 50 lbs. 06

CORN SYRUP.
Corn
 Blue Karo, No. 1 1/2 2 36
 Blue Karo, No. 5, 1 dz. 3 23
 Blue Karo, No. 10 3 00
 Red Karo, No. 1 1/2 2 64
 Red Karo, No. 5, 1 dz. 3 61
 Red Karo, No. 10 3 41

Imt. Maple Flavor.
 Orange, No. 1 1/2, 2 dz. 3 09
 Orange, No. 5, 1 doz. 4 31
 Orange, No. 10 4 11

Maple.
 Green Label Karo. 5 19
 Green Label Karo 5 19

Maple and Cane
 Mayflower, per gal. 1 55

Maple.
 Michigan, per gal. 2 50
 Welch's, per gal. 2 80



80 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx 3 75
 Bon Ami Cake, 3 dz. 3 25
 Brillo 85
 Climalline, 4 doz. 4 20
 Grandma, 100, 5c 4 00
 Grandma, 24 Large 3 75
 Gold Dust, 100s 4 00
 Gold Dust, 12 Large 3 20
 Golden Rod, 24 4 25
 Jinx, 3 doz. 4 50
 La France Laun., 4 dz. 3 60
 Luster Box, 54 3 75
 Old Dutch Clean, 4 dz 3 40
 Rinso, 40s 3 20
 Rinso, 24s 5 25
 Rub No More, 100, 1 3 85
 Rub No More, 20 Lg. 4 00
 Spotless Cleanser, 48, 20 oz. 3 85
 Sanl Flush, 1 doz. 2 25
 Sapollo, 3 doz. 3 15
 Soapine, 100, 12 oz. 6 40
 Snowboy, 100, 10 oz. 4 00
 Snowboy, 24 Large 4 80
 Speedee, 3 doz. 7 20
 Sunbrite, 72 doz. 4 00
 Wyandotte, 48 4 75

SPICES.

Whole Spices.
 Allspice, Jamaica 24
 Cloves, Zanzibar 24
 Cassia, Canton 25
 Cassia, 5c pkgs. doz. 40
 Ginger, African 15
 Ginger, Cochin 30
 Mace, Penang 10
 Mixed, No. 1 24
 Mixed, 5c pkgs. doz. 45
 Nutmegs, 70 @ 90 70
 Nutmegs, 105-110 70
 Pepper, Black 45

Pure Ground in Bulk
 Allspice, Jamaica 18
 Cloves, Zanzibar 46
 Cassia, Canton 24
 Ginger, Cochin 38
 Mustard 32
 Mace, Penang 130
 Pepper, Black 50
 Nutmegs 75
 Pepper, White 60
 Pepper, Cayenne 32
 Paprika, Spanish 42

Seasoning
 Chili Powder, 15c 1 35
 Celery Salt, 3 oz. 95
 Sage, 2 oz. 90
 Onion Salt 1 35
 Garlic 1 35
 Ponelty, 3 1/2 oz. 3 25
 Kitchen Bouquet 4 50
 Laurel Leaves 20
 Marjoram, 1 oz. 90
 Savory, 1 oz. 90
 Thyme, 1 oz. 90
 Tumeric, 2 1/2 oz. 90

STARCH
Corn
 Kingsford, 40 lbs. 11 1/4
 Powdered, bags 4 00
 Argo, 48, 1 lb. pkgs. 3 60
 Cream, 48-1 4 80
 Quaker, 40-1 07

Gloss
 Argo, 48, 1 lb. pkgs. 3 60
 Argo, 12, 3 lb. pkgs. 2 96
 Argo, 8, 5 lb. pkgs. 3 35
 Silver Gloss, 48, 1s 11 1/4
 Elastic, 64 pkgs. 5 35
 Tiger, 48-1 3 50
 Tiger, 50 lbs. 06

CORN SYRUP.
Corn
 Blue Karo, No. 1 1/2 2 36
 Blue Karo, No. 5, 1 dz. 3 23
 Blue Karo, No. 10 3 00
 Red Karo, No. 1 1/2 2 64
 Red Karo, No. 5, 1 dz. 3 61
 Red Karo, No. 10 3 41

Imt. Maple Flavor.
 Orange, No. 1 1/2, 2 dz. 3 09
 Orange, No. 5, 1 doz. 4 31
 Orange, No. 10 4 11

Maple.
 Green Label Karo. 5 19
 Green Label Karo 5 19

Maple and Cane
 Mayflower, per gal. 1 55

Maple.
 Michigan, per gal. 2 50
 Welch's, per gal. 2 80

TABLE SAUCES
 Lea & Perrin, large 6 00
 Lea & Perrin, small 3 35
 Pepper 1 60
 Royal Mint 2 40
 Tobasco, 2 oz. 4 25
 Sho You, 9 oz., doz. 2 70
 A-1, large 5 20
 A-1, small 3 15
 Capers, 1 dz. 2 99

TEA.
Japan.

Medium 27 @ 33
 Choice 27 @ 47
 Fancy 54 @ 51
 No. 1 Nibbs 54
 1 lb. pkg. Sifting 13

Gunpowder
 Choice 35
 Fancy 40

Ceylon
 Pekoe, medium 56

English Breakfast
 Congou, Medium 28
 Congou, Choice 35 @ 36
 Congou, Fancy 42 @ 43

Oolong
 Medium 36
 Choice 45
 Fancy 50
 Teller Coffee Co. Brand W. J. G. 69

TWINE
 Cotton, 3 ply cone 33
 Cotton, 3 ply pails 35
 Wool, 6 ply 1s

VINEGAR
 Cider, 40 Grain 20
 White Wine, 80 grain 25
 White Wine, 40 grain 20

WICKING
 No. 0, per gross 75
 No. 1, per gross 1 25
 No. 2, per gross 1 50
 No. 3, per gross 2 00
 Peerless Rolls, per doz. 90
 Rochester, No. 2, doz. 50
 Rochester, No. 3, doz. 2 00
 Rayo, per doz. 75

WOODENWARE
Baskets
 Bushels, narrow band, wire handles 1 75
 Bushels, narrow band, wood handles 1 80
 Market, drop handle 90
 Market, single handle 95
 Market, extra 1 60
 Splint, large 8 50
 Splint, medium 7 50
 Splint, small 6 50

Churns.
 Barrel, 5 gal., each 2 40
 Barrel, 10 gal., each 2 55
 3 to 6 gal., per gal. 16

Egg Cases.
 No. 1, Star Carrier 5 00
 No. 2, Star Carrier 10 00
 No. 1, Star Egg Trays 6 25
 No. 2, Star Egg Trays 12 50

Mop Sticks
 Trojan spring 2 00
 Eclipse patent spring 2 00
 No. 2, pat. brush hold 2 00
 Ideal No. 7 1 35
 12 oz. Cot. Mop Heads 2 55
 16 oz. Cot. Mop Heads 3 20

Pails
 10 qt. Galvanized 2 50
 12 qt. Galvanized 2 75
 14 qt. Galvanized 3 10
 12 qt. Flaring Gal. Ir. 5 00
 10 qt. Tin Dairy 4 00

Traps
 Mouse, Wood, 4 holes 60
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 1 00
 Rat, spring 1 00
 Mouse, spring 30

Tubs
 Large Galvanized 9 25
 Medium Galvanized 8 00
 Small Galvanized 7 00

Washboards
 Banner, Globe 5 50
 Brass, single 6 00
 Glass, single 6 00
 Double Peerless 8 50
 Single Peerless 7 50
 Northern Queen 5 50
 Universal 7 25

Window Cleaners
 12 in. 1 65
 14 in. 1 85
 16 in. 2 30

Wood Bowls
 13 in. Butter 5 00
 15 in. Butter 9 00
 17 in. Butter 13 00
 19 in. Butter 25 00

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Nov. 16—On this day was held the first meeting of creditors in the matter of George E. De Graw, individually and George E. De Graw and Day Richmond, copartners trading as Red Front Service & Storage, Bankrupt No. 3018. The bankrupt George E. De Graw was present in person and the bankrupt was represented by Jewell, Face & Messenger, attorneys. Claims were proved and allowed. The bankrupt was sworn and examined, without a reporter. No trustee was appointed. The first meeting adjourned without date and the case has been closed and returned to the district court as a case without assets.

On this day also was held the first meeting of creditors in the matter of Deatur Co-operative Association, Bankrupt No. 3022. The corporation bankrupt was present by its secretary and treasurer and represented by Gore & Harvey, attorneys. Creditors were present by W. W. Higgins, Corwin, Norcross & Cook; G. R. Credit Men's Association and Jackson, Fitzgerald & Dalm. Claims were proved and allowed. The secretary and treasurer was sworn and examined, with a reporter in attendance. The report of the custodian was accepted and approved. M. N. Kennedy was named trustee, and his bond placed at \$1,500. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Garrett Heuvelhorst, Bankrupt No. 3019. The bankrupt was present in person. No creditors were present or represented by attorneys. No claims were proved and allowed. The bankrupt was sworn and examined, without a reporter. C. C. Woodridge was appointed trustee, and the amount of his bond placed at \$100. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of William Huizenga, Bankrupt No. 3017. The bankrupt was present in person and represented by attorney Charles H. Kavanago. No creditors were present or represented. Claims were proved and allowed. The bankrupt was sworn and examined, without a reporter. C. C. Woodridge was named trustee, and his bond placed at \$100. The first meeting then adjourned without date.

In the matter of Henry Boscher and Robert Westveld, trading as De Young & Co. and De Young Bros., Bankrupt No. 3029. The first meeting of creditors has been called for Nov. 29.

In the matter of William Buob and Clinton Lampere, individually and copartners trading under the assumed name of East Grand Rapids Fuel Co., Bankrupt No. 3030. The first meeting of creditors has been called for Dec. 2.

In the matter of Joseph J. Biek, Bankrupt No. 3020. The funds for the first meeting have been received and such meeting has been called for Nov. 30.

In the matter of Ethel Rosenberger, Bankrupt No. 3025. The fund for the first meeting have been received and such meeting has been called for Nov. 30.

In the matter of William F. Hadder, Bankrupt No. 3012. The funds for the first meeting have been received and such meeting has been called for Nov. 30.

Nov. 16. We have to-day received the adjudication and reference in the matter of George E. Kenny, Bankrupt No. 3027. The matter has been referred to Charles B. Blair as referee in bankruptcy. This is an involuntary case. The schedules received Nov. 17. The schedules show assets of \$25,984.36 of which \$650 is claimed as exempt, with liabilities of \$30,285.31. The first meeting of creditors will be called promptly and note of the same made herein. The list of creditors of said bankrupt are as follows:

Daniels Co., Muskegon	\$336.80
Reliable Tire & Accessory Co., Muskegon	866.00
First State Savings Bank, Muskegon Heights	21,443.20
Alemite Lubricator Co., Detroit	61.50
Auto Brake Service Co., Muskegon	5.40
Automotive Elec. Service Co., Muskegon	51.76
Broadway Oil Co., Muskegon Hts.	435.83
Beckley Ralston Co., Chicago	671.31
Bakkers Auto Trim Shop, Muskegon	2.00
Brothers Adding Machine Co., Dayton	91.30
Bolhuis Lumber Co., Muskegon Hts.	15.23
Brown Caine Co., Muskegon Hts.	12.62
Bennett Pump Corp., Muskegon H.	18.40
Browne Morse Co., Muskegon Hts.	305.76
Boyd Auto Sales Co., Muskegon H.	18.36
Cummings Bros., Grand Rapids	139.00
Consumers Power Co., Muskegon	29.09
Cooper Welding Co., Muskegon	13.00
Continental Motors Corp., Muskegon	14.24
Creekland Coal Co., Muskegon	33.95
Chamber of Commerce, Muskegon	25.00
Daniels Co., Muskegon	12.19
Dayton Metal Letter Co., Dayton	12.68
Edward Lumber Co., Muskegon	9.77
Jos. H. Ernewein, Muskegon	13.00
C. H. Tribune, Grand Haven	16.00
H. H. Tribune, Grand Haven	40.85
S. A. Hobson, Grand Rapids	16.68
Hall Bloomquist Electric Co., Muskegon Heights	115.20
Heights Ins. Agency, Muskegon H.	101.00
John R. Hilt Co., Muskegon	25.92

C. Karle & Sons, Muskegon	16.00
Lake Shore Machinery Co., Muskegon	15.20
Dr. O. M. LaCore, Muskegon Hts.	4.00
Fred McFea, Muskegon	242.22
Frank McCrear, Muskegon	191.20
Motor Rebuilding & Parts Co., Muskegon	316.33
Moon Motor Car Co., St. Louis, Mo.	162.00
Musk. Hts. Gas Co., Muskegon H.	1.50
Record, Muskegon Heights	109.16
Chronicle, Muskegon	424.51
Merchants Service Bureau, Muskegon	64.65
Muskegon Rag & Metal Co., Muskegon	14.50
Musk. Body & Fender Wks., Muskegon	11.50
Muskegon Glass Co., Muskegon	45.25
Musk Hts. Water Dept., Muskegon	7.60
Musk. Letter Service Co., Muskegon	23.40
Postal Tel. Co., Muskegon	.90
Peoples Hardware Co., Muskegon	.40
Proudfit Loose Leaf Co., Muskegon	61.04
C. W. Porter Co., Muskegon	245.17
Neels Peterson & Co., Muskegon	113.64
Stanley Payne Plumb. Co., Muskegon Heights	44.92
Dr. C. Pangril, Muskegon Heights	2.00
Reliable Tire and Accessories Co., Muskegon	1,731.95
Royal Typewriter Co., Muskegon	107.50
Richards Storage Co., Grand Rapids	30.00
Radium Photat Ser Co., Muskegon	26.00
Standard Auto Refin. Co., Musk. H.	1.50
Standard Oil Co., Muskegon	51.92
Schroeder & Tremayne, Inc., St. Louis, Mo.	47.45
Stekette & Son, Muskegon	5.74
Somers Mach. Tool Co., Muskegon	8.25
Topp Oil & Sup. Co., Milwaukee	22.80
Towner Hardware Co., Muskegon	37.11
Tuxbury Agency, Muskegon	539.45
Terrace Tire Co., Muskegon	7.80
United Home Tel. Co., Muskegon	74.30
Western Union Tel. Co., Muskegon	17.33
West. Mich. Adv. Co., Muskegon	90.00
Workman Printing Co., Muskegon	110.00
Wassermans Floral Shop, Muskegon	5.00
Zimmerman Bros., Grand Rapids	17.00
Nov. 16. We have received the schedules, reference and adjudication in the matter of William Anderson, Bankrupt No. 3032. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Muskegon Heights, and his occupation is that of a laborer. The schedules show assets of \$300 of which the full amount is claimed as exempt, with liabilities of \$1,565.33. The court has written the funds and upon receipt of the same, the first meeting of creditors will be called and note of the same made herein. The list of creditors of said bankrupt are as follows:	
R. A. Johnston Co., Muskegon	\$ 62.16
Lee & Cady, Muskegon	273.04
Delbert F. Helmer, Muskegon	42.86
James F. Balbernie, Muskegon	473.47
Herbert H. Smith, Muskegon	9.80
C. W. Stehouwer, Grand Rapids	17.51
James A. Smith & Son, Muskegon	9.60
Holland-American Food Co., Grand Rapids	11.65
L. M. Wilson, Muskegon	14.60
Loise-Wiles Biscuit Co., Chicago	38.18
I. Van Westenbrugge, Grand Rap.	9.19
Hasper Biscuit Co., Muskegon	35.62
Freeman Dairy Co., Muskegon	3.75
Home Fuel Co., Muskegon	5.50
Sanitary Dairy Co., Muskegon	25.96
Henry Meyer, Grand Rapids	22.73
T. Schillaci & Co., Muskegon	65.80
R. M. Hollingshead Co., Detroit	204.00
Dr. W. C. Swartout, Muskegon	200.00
Zeeland Cigar Co., Zeeland	40.00
Nov. 16. We have received the schedules, reference and adjudication in the matter of Harry A. Jones, Bankrupt No. 3031. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Buchanan, and his occupation is that of a merchant shoe dealer. The schedules show assets of \$6,203.55 of which \$300 is claimed as exempt, with liabilities of \$4,956.45. The first meeting of creditors will be called and note of the same will be made herein. The list of creditors of said bankrupt are as follows:	
F. H. Flandermeyer, Coldwater	\$350.00
August F. Lehrke, Buchanan	150.00
Ainsworth Shoe Co., Toledo	55.45
Brown Shoe Co., St. Louis, Mo.	61.95
Beacon Falls Rubber Co., Chicago	36.45
Cahill Shoe Co., Cincinnati	325.15
Clinton Shoe Co., Clinton, Iowa	111.80
Coble Shoe Mfg. Co., Humboldt, Tenn.	24.50
S. Freiburger & Bros., Fort Wayne	49.63
Hamilton-Brown Shoe Co., St. Louis, Mo.	85.40
Herbst Shoe Mfg. Co., Milwaukee	46.64
Hood Rubber Products Co., Grand Rapids	313.10
Geo. E. Keith Co., Brockton, Mass.	192.69
Record Co., Buchanan	25.00
Simplex Shoe Co., Milwaukee	121.73
A. H. Weinbrenner Co., Chicago	414.14
Weyenburg Shoe Co., Milwaukee	193.20
Wm. H. Walker & Co., New York	21.13
Charles A. Eaton Shoe Co., Brockton, Mass.	128.50
Mrs. Chester M. Sinnett, Kenosha	30.00
Buchanan State Bank, Buchanan	1,770.00
American Trades & Savings Bank, Racine, Wis.	450.00
In the matter of Edward Gumpert, Bankrupt No. 3024. The funds for the first meeting have been received and such meeting has been called for Dec. 2.	

In the matter of Edward Keen, Bankrupt No. 3026. The funds for the first meeting have been received and such meeting has been called for Dec. 2.	
In the matter of Harry A. Jones, Bankrupt No. 2031. The first meeting of creditors has been called for Dec. 2.	
In the matter of George E. Kenny, Bankrupt No. 3027. The first meeting of creditors has been called for Dec. 3.	
Nov. 16. We have to-day received the schedules in the matter of Homel Shirt Co., Bankrupt No. 2921. The schedules show assets of \$23,550.28, with liabilities of \$75,904.25. The list of creditors are as follows: This was an involuntary case. Transportation National Bank, Chicago	\$11,250.00
Foreman National Bank, Chicago	15,251.21
Wm. Alsberg, New York	56.73
Amer. Button Co., Chicago	513.53
Amer. Thread Co., New York	1,096.11
Amoskeag Mfg. Co., New York	1,366.86
M. C. D. Borden & Sons, New York	621.87
Automatic Pearl Button Co., Muscatine, Iowa	436.17
Catlin & Co., New York	522.24
Cone Export & Com. Co., New York	9,662.44
Consolidated Selling Co., New York	1,026.62
Derrington Milliken Co., New York	1,240.13
Rayson Woolen Co., Stafford Springs, Conn.	5,367.73
Fleitmenn & Co., New York City	3,217.08
Leon Freeman, Chicago	308.14
Heller & Long, New York	548.67
Jenkins-Kreier & Co., New York	2,748.84
Kerr & Callaghan, New York	126.13
M. Lowenstein & Sons, New York	5,273.62
Mystic Woolen Co., Old Mystic, Conn.	1,111.60
Parker, Wilder & Co., New York	3,085.23
Riverside & Dan River Cotton Mills, New York	2,463.85
Smith Hogg & Co., New York	3,521.67
Star Paper Box Co., Chicago	165.89
J. L. Stifel & Sons, Wheeling, W. Va.	489.94
Jose W. Walsh, New York	995.20
Wisconsin Pearl Button Co., LaCrosse, Wis.	654.98
D. Baker, Grand Haven	185.78
Dwyer Equipment Co., Chicago	813.00
Isaac B. Lipson, Chicago	1,125.00
Ackersville Hardware Co., Ludington	274.33
Nov. 19. We have to-day received the schedules, order of reference and adjudication in the matter of Andrew Nassiff, Bankrupt No. 3033. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and his occupation is that of a grocer. The schedules show assets of \$1,521.20 of which \$650 is claimed as exempt, with liabilities of \$945.01. The first meeting of creditors will be called and note of the same made herein. The list of creditors of said bankrupt are as follows:	
City of Grand Rapids	\$ 32.00
Oakdale Hudson-Essex Co., Grand Rapids	301.33
Rademaker Dooce Co., Grand Rapids	215.79
J. A. Nejam, Grand Haven	94.17
Woodhouse Co., Grand Rapids	9.94
Holland Cigar Co., Grand Rapids	10.20
McLaughlin Coffee Co., Chicago	17.15
G. H. P. Cigar Co., Detroit	6.60
John E. Muller, Grand Rapids	4.15
Delbert E. Helmer, Grand Rapids	39.00
Bixby Office Sup. Co., Grand Rapids	3.50
X-Cigar Co., Grand Rapids	5.63
Abe Schefman Co., Grand Rapids	59.95
C. W. Mills Paper Co., Grand Rapids	14.00
Specialty Candy Co., Grand Rapids	31.00
Walter O. Birk Candy Co., Chicago	44.00
Chase & Sanborn, Chicago	10.80
Palmer Match Co., Akron, Ohio	14.80
Postma Biscuit Co., Grand Rapids	9.00
Schuit Baking Co., Grand Rapids	22.00
DeBries Biscuit Co., Zeeland	10.00
Burton Hts. Creamery, Grand Rapids	15.00
Nov. 19. We have to-day received the schedules, order of reference and adjudication in the matter of Russell W. Feldt and Andrew Edward Feldt, individually and as copartners doing business as Feldt & Feldt, Bankrupt No. 3034. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt concern is located at Grand Rapids, and their occupation is that of a grocer. The schedules show assets of \$750 with liabilities of \$5,674.48, of the firm, and the individuals show no assets whatsoever. The first meeting of creditors will be called and note of the same made herein. The list of creditors of said bankrupt are as follows:	
City of Grand Rapids	\$ 30.00
National Cash Register Co., Grand Rapids	215.00
Liquid Carbonic Co., Chicago	35.00
G. R. Store Fixture Co., Grand Rapids	85.00
Mrs. W. S. Feldt, Grand Rapids	3,000.00
Commercial State Savings Bank, Greenville	800.00
Kent State Bank, Grand Rapids	100.00
National Grocer Co., Grand Rapids	220.00
Rysdale Candy Co., Grand Rapids	23.43
W. E. Roberts, Grand Rapids	17.65
Smith Flavoring Co., Grand Rapids	1.35
Steindler Paper Co., Muskegon	21.72
Schirst Cookie Co., Grand Rapids	12.69
Specialty Candy Co., Grand Rapids	32.20
Strang Electric Co., Grand Rapids	9.43
Vanden Berge Cigar Co., Grand Rapids	114.20
I. Van Westenbrugge, Grand Rapids	7.70
Woodhouse Cigar Co., Grand Rapids	6.50
Wedlar Co., Cleveland	11.40
Worden Grocer Co., Grand Rapids	63.06
X Cigar Co., Grand Rapids	11.25

A. T. Joyce Bottling Co., Grand Rapids	3.25
Armour Soap Works, Chicago	7.30
Blue Valley Creamery Co., Grand Rapids	5.12
Valentine Cigars Co., Grand Rapids	5.63
A. E. Brooks Candy Co., Grand Rapids	17.25
Roy Barkman, Grand Rapids	12.20
Berghoff Products Co., Fort Wayne	10.00
D. S. Cavera Co., Grand Rapids	11.25
Cox Margarine Co., Grand Rapids	2.35
M. J. Dark & Sons, Grand Rapids	154.90
Ferris Coffee House, Grand Rapids	27.69
Folgers Bottling Co., Grand Rapids	4.00
G. R. Store Fixture Co., Grand Rapids	55.00
G. H. P. Cigar Co., Detroit	2.85
Holland Cigar Co., Grand Rapids	13.20
Hoekstra Ice Cream Co., Grand Rapids	13.38
Hekman Biscuit Co., Grand Rapids	22.32
Heyboer Co., Grand Rapids	5.70
Lee & Cady, Grand Rapids	220.20
H. Meyer, Grand Rapids	1.18
McLaughlin Coffee Co., Chicago	14.48
John E. Muller, Grand Rapids	15.00
Michigan Candy Co., Grand Rapids	196.00
W. H. Bulliment, Grandville	3.25
Mich. Shoe Dealers Association, Grand Rapids	26.00
Kent Storage Co., Grand Rapids	7.40
Nov. 19. (Delayed.) In the matter of Thompsonville Bank, Wood Dish Co. and E. M. Dixon & Co., Bankrupt No. 2963. The sale of the property and assets of the Wood Dish Co. was held this day. The sale was a public auction sale and the trustee was present and represented by attorneys Corwin, Norcross & Cook. A. A. Keiser was present for a certain creditor claiming security. Bidders were present in person. The real estate, machinery and fixtures and items listed as miscellaneous were sold to Linton & Co. for \$2,650. The logs were sold to P. H. Reed for \$1,550. The manufactured wood dishes were sold to C. W. Mills & Co. for \$3,275. The sales were confirmed and the sale adjourned without date.	
On this day also was held the adjourned first meeting of creditors in the matter of James Monahan, Bankrupt No. 3015. The bankrupt was not present or represented. The adjourned first meeting was further adjourned until Nov. 29.	
Nov. 22. On this day was held the sale of assets in the matter of Regent Auto Maintenance Co., Bankrupt No. 2983. The bankrupt was represented by Jewell, Face & Messenger, attorneys. The trustee was present in person. Bidders were present in person. The property was sold to Fred G. Timmer, of Grand Rapids, for \$450. The bid included the accounts receivable remaining in the hands of the trustee. The sale was confirmed and the meeting adjourned without date.	
On this day also was held the sale of assets meeting in the matter of W. R. Goode, Bankrupt No. 2948. The trustee of the estate was present in person. Several bidders were present in person. The sale was adjourned until Dec. 1 to permit the bidders to see the property offered for sale.	

Day When Vegetables Will Keep Dentist Away.

New York, Nov. 22—Before many years the dreaded visit to the dentist may be a thing of the past. In place of drilling and fillings to preserve the teeth, we may substitute an easy diet of fish and cabbage. This, says Popular Science Monthly, is the recent prediction made by Dr. Bernard Gottlieb, of the University of Vienna. Tooth decay may be prevented by eating certain foods, he said, and within five years the dentists hope to have enough scientific data to present a definite tooth-preserving diet. "Experiments with sea foods have encouraged us to believe we are now on the right track," he said. He named cabbage, Brussels sprouts, and spinach as valuable tooth builders, for the reason that they contain lime salts which are the basis of tooth enamel.

Bakers Plan Educational Campaign.

A five-year programme of expansion providing for an educational campaign among both members and the general public was approved at the closing session of the twenty-ninth annual convention of the American Baker's Association at Atlantic City last week. Officers will not be elected until the next meeting in Chicago, when the site of the next convention headquarters will also be chosen.

Now.

If you have kind words to say,
Say them now.
To-morrow may not come your way,
Do a kindness while you may,
Loved ones will not always stay;
Say them now.

Grocer of the Future Will Be Educated.

(Continued from page 20)

Where are the grocery tradesmen of to-day?

Look at the sloppy, extravagant, loose, inconvenient, ugly bag-bundles you get in any store of 1926 for contrast to the fine packages you'd obtain from any grocer in 1877 for the answer. It is one of the distinct losses of our trade that we no longer feel it needful to train tradesmen.

But friend Buckley need not worry much. The indifferent grocer, he who is too sleepy to look beyond the confines of his own little coop, will pass into the discard; but economic pressure will bring conditions under which young men will have to choose definitely to become grocers. Then they will not regard the trade as something they can work at for a while. They will act in relation to it as Englishmen now act—as a life calling to be entered upon and regarded with the seriousness one looks on his only chance.

The old time tradesman will not return. Progress will not tolerate that. But we shall, nevertheless, have truly educated grocers. Now that the frontier has disappeared, now that no longer is there a demand for food handed out any old way in newly settled territory, now that the same standard of housing, dress, autos, hotels and general environment is found in Seattle and Savannah, in the two Portlands, in Birmingham and Bellingham, in Montgomery and Milwaukee, the grocer of the future will have to take his calling so seriously that he will learn it.

Necessity will furnish the spur all right—men will be prodded into knowledge of their calling—for not to know and not to be ready to travel with the ablest will spell disaster from which there will be no possible comeback. Paul Findlay.

Allegan Young Lady Buys Grocery.

Allegan, Nov. 23—Miss Jane Thrall, for a number of years in charge of the Consumers Power Co. office here, has bought the Fred Durand grocery and delicatessen stock, 122 Grand street, North side. Miss Thrall is very capable and her friends believe she will be successful in her business venture. She is the second lady in Allegan to be at the head of a business place, Mrs. Belle Miner being the other and she conducts the Sweet Shop. The name is very suggestive of good things to eat and she has also been successful.

The Deeters bazaar stock has been sold to a stock company to be known as the Bazaar Co.

W. H. Knox, of South Haven, has opened a shoe store at 133 Brady street. He is well-known to many Allegan people. He was with the Grange store and has owned property in the vicinity of Allegan for about eighteen years. For the past three years he has been manager of the shoe department of M. Hale & Co., South Haven.

Looking Ahead.

Motorist: I'm sorry I ran over your hen. Would a dollar make it right?

Farmer: Wall, better make it two. I have a rooster that was mighty fond of that hen and the shock might kill him too.

Piggly Wiggly Perpetrates Huge Joke

A. H. Jones, operating several "Piggly Wiggly" chain grocery store systems on the Pacific Coast outside the city of Seattle, has entered a libel suit against the Seattle Retail Grocers' Association and its secretary, Frank Kannaic, claiming damages in the astounding sum of \$6,500,000.

The basis of the suit is understood to be the reprinting in the association's official bulletin, *Seregro*, an article entitled, "Another Chain Store Hold-Up," originally appearing in the *Retail Grocers' Advocate*, of San Francisco, official organ of the California State Retail Grocers' Association, on October 22, discussing in uncompromising terms the proposed "Safeway" Corporation merger of several smaller chains. The editor of the California organ is F. B. Connolly, State secretary, and also president of the Pacific Coast Retail Grocers' Association.

Press dispatches stating that the Retail Grocers' Association had prevented numerous specialty manufacturers from selling goods to Jones and his enterprises, are emphatically denied by the association officials. They say they never took any such action, nor sought to.

Mr. Jones, previous to his entry into the chain store field, was a traveling salesman and is well known throughout the West. The grocers profess not to be greatly alarmed at this suit, claiming that the chief motive is "a gigantic bluff." However, their attorneys are preparing a defense and promise a lively controversy in court between the two great branches of the grocery trade—chains and "independents."

The Seattle association officials, in denying that they have done the things which Mr. Jones claims, assert that all they did was to warn manufacturers against paying the Piggly Wiggly people an "advertising allowance," which would be nothing more or less than a discriminatory discount in favor of the chain, denied to the individual retailer.

The secretary of the association it is said may file a counter suit against Mr. Jones, who they allege printed in his official organ, the *Rooter*, an accusation that Kannaic was an "ex-convict." In conservative circles it is not generally believed that the suit will ever come to trial.

Commenting on the above incident, the *New York Journal of Commerce* remarks:

It does not appear at this end of the line just how serious was the libel which inspired the chain store operator on the Pacific Coast to sue the Seattle Retail Grocers' Association for \$6,500,000 damages.

It does, however, appear very much a joke for anybody to think that all the retail grocers in Seattle or any other place of equal size ever had any such sum on which to levy for one's wounded feelings and it is not surprising that the grocers in that region attribute it all to a "bluff."

Chain stores and independents have gotten into a sufficiently retaliatory frame of mind to seriously endanger ethical standards at best and the virtue and the vice do not appear to be all one side. For instance, here is a Piggly Wiggly system in San Jose printing an advertisement in the local paper antagonistic to individual stores

and particularly to "phone-for-food" containing a choice gem like this:

"The woman pays and pays and pays and then loses." Then the picture of a young housewife seated on a comfortable upholstered chair in her home telephoning to her grocer, who at the other end of the line is pictured as a slovenly old fellow writing down her order. A mangy looking cat is pictured on top of a cracker barrel and here is the misleading propaganda:

"Yes, folks, she telephones for her groceries. She leaves the selection of her food up to old man Smith—fine old chap, honest and everything you know, but—listen folks, the average grocer's integrity has never been proven infallible. Slip it over. Of course they will when Mrs. Easymark is resting at home. Sure they advertise 'phone for food'—makes it easy for them to put up eleven for a dozen or 15 ounces for a pound—makes it easy to get rid of over-ripe fruit or stale bread. Pay the price—phone for food—get hoo-dooed. Pick out for yourself at Piggly Wiggly."

With such a n idea of ethics on the part of the chain store what could have been the offense of the retailers to have inspired a damage suit for \$6,500,000 against the chain

Class Legislation Repudiated by California.

The people of California, at the election on Nov. 2, rejected referendum proposition No. 3, thus recalling the law passed in the last session of the California legislature which had imposed a 2 cent per pound tax on oleomargarine, equalling \$400,000 tax annually on California's dinner table on 23,000,000 pounds of oleomargarine consumed.

The country watched with interest the result of the entire referendum whose significance is National because it marks victory for the principle that there shall be no discriminatory tax levied by a state on the American dinner table. This tax, the first California ever had imposed on food, in effect raised the price of margarine 2 cents to every consumer. The referendum marks the end of the battle against discriminatory taxes which has been waged for three months. The ostensible purpose of the original measure, proposed and furthered by the dairy and cow interests was alleged to be prevention of deception of shoppers who, except for the provisions of this act, might be led into buying margarine under the impression that it was butter. Margarine, however, had already been safeguarded as to purity by law, was so marked on cartons and was always sold in pure white form, so that the purpose of the law was adjudged by the people of the State to be superfluous and costly legislation.

The law which referendum No. 3 has recalled was actually a tax on an industry which competitors could not meet in open competition and was designed to stifle a competitive industry and to keep up and perhaps actually increase the price of butter. The law used state-taxing powers for the benefit of a single class, to the disadvantage of the public class. It was class legislation in a special sense of the word. The referendum is regarded as the "Boston Tea Party" of California.

A suggesting clerk may be either a jewel or a nuisance—it depends upon how much tact he has as ballast.

A Tasteless Laxative.

In all tasteless laxatives on the market at present the active part consists of phenolphthalein. In making a preparation for coffee or milk rub the phenolphthalein with sugar (powdered), and add just enough water to moisten, mix thoroughly and allow to dry. Powder and further dilute with granulated sugar so each teaspoonful of finished product contains two and one-half grains of phenolphthalein.

An Epic.

Grandpa, in a speedy car,
Pushed the throttle down too far;
Twinkle, twinkle, little star,
Music by the G. A. R.

Business Wants Department

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$4 per inch. Payment with order is required, as amounts are too small to open accounts.

For Sale—Cottage and lot in Nobleton, Florida, 57 miles north of Tampa, nine miles northeast Brookville. Fine location for winter home, fishing and hunting. Lights and water. Property title O. K. This was not purchased on speculation. \$900 cash. Would consider trading for Michigan resort property. S. F. Brunk, Eaton Rapids, Mich. 428

FOR SALE—General country store, located in North Thumb of Michigan, on good road. Doing good business. Delco lights, electric cream and egg tester and water heater. Ford truck and all other equipment. Reason for selling, poor health. Address No. 429, c/o Michigan Tradesman. 429

FOR SALE—Sheet metal stock, truck, and tools less than \$2,000. Established. Only shop in town of 7,000 population. Good paying business. Best of reasons for selling. Write or come to J. H. Hopkin's Tin Shop, 1420 Locust St., Eldorado, Illinois. 430

Attention! I have for sale one Wellman's diving device with grave linen, one ceiling board with slumber robe, one church truck. All in first-class condition. Cheap for cash. C. A. Burger, Middleville, Mich. 424

FOR SALE—Only restaurant in town of 3,000 for ladies. Located close to court house. Business reasons for selling. Address No. 425, c/o Michigan Tradesman. 425

FOR SALE—One share of Grand Rapids Wholesale Grocery stock. Cheap if taken at once. If interested, phone 247-353 or write No. 2339 Lincoln St., Muskegon, Mich. 426

I WILL PAY CASH

for part or whole stocks of General Dry Goods, Shoes, Furnishings, Clothing, and Bazaar Goods. Call or write Jack Kosofsky, 1235 W. Euclid Ave., Northway 5695, Detroit, Mich.

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 1250 Burlingame Ave., Detroit, Mich. 566

CASH For Your Merchandise!
Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSOHN, Saginaw, Mich.

Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof Weather Proof
Warm in Winter—Cool in Summer
Brick is Everlasting

GRANDE BRICK CO.,
Grand Rapids.
SAGINAW BRICK CO.,
Saginaw.
JACKSON-LANSING BRICK
CO., Rives Junction.

Gabby Gleanings From Grand Rapids U. C. T. Notes.

Grand Rapids, Nov. 23—There seems to be a little confusion in the minds of many regarding the Salesmen's Club of Grand Rapids, as to the purpose of it, time and place of meeting, etc. There is published this week in the Powers Theater program a letter which I will ask the Tradesman to publish as it will enlighten many traveling men of Grand Rapids as to the advantages of membership in the Club.

To Traveling Salesmen of Grand Rapids:

Traveling salesmen living in Grand Rapids or those spending the week end in our city will find a mighty interesting time at the Salesmen's Club of Grand Rapids.

The Club meets promptly at 12:45 p. m. every Saturday in the Rotary room of the Pantlind Hotel, and dismisses with equal promptness at 2 p. m.

An excellent lunch is served at moderate cost, splendid community singing, solos and an inspiring talk by some prominent, successful business or professional man.

This is the best opportunity in the city for forgetting business cares of the week, to rebuild yourself physically and mentally, through superb good fellowship, and contact with men and women who face the same problems as you do.

Both men and women engaged in selling merchandise, service or ideas are eligible to membership, and the Club numbers among its members some of the most successful salesmen and salesladies of Grand Rapids.

Plan to attend the next meeting as a guest. Come and meet the splendid men and women of the Club. It was formed and maintained for members of the selling profession, who meet to exchange ideas, be of mutual help and enjoy the sociability of salespeople during the lunch hour.

The Salesmen's Club of Grand Rapids

John B. Olney, President

Homer R. Bradfield, Secretary.

At the meeting Saturday, the Club was addressed by Mayor Elvin Swarthout, who reviewed his administration before the Club. To a majority of his audience it was a revelation to learn how much had been accomplished in a short time. He opened his address by quoting from Paul the Apostle who said, "I am a citizen of no mean city," and proceeded to show how truly progressive, with the best interests of all of the people in mind, his administration has been, and that Paul's statement could be adopted by every citizen of Grand Rapids.

At the meeting next Saturday the Club will be addressed by John D. MacNaughton, of the investment firm of MacNaughton, Greenwalt & Co., on "What constitutes a good investment." The Club has needed a lecture of this nature for quite a while, and we urge the attendance of all who can possibly attend. Mrs. Scott Sweet, the soprano soloist, will favor the Club with a number of solos.

Mrs. Harvey A. Gish of Gladstone avenue, wife of one of our members, had an operation performed at Blodgett Hospital last week and died early Monday morning.

Mrs. Gish played a prominent part in Grand Rapids social circles. She was a leader in the Ladies' Literary Club as head of the Shakespeare study group. Her reputation as a dramatic reader extended far beyond the limits of her home city, her presentations having been carried over the radio. As a speaker and lecturer also she gained prominence. Her work in behalf of the war loan drives brought commendation from officers.

In 1908, a year before she was married to Mr. Gish, Miss Harrison was nominated by the Independence party for state superintendent of public instruction.

She was born July 28, 1883, near Conklin, Ottawa county, the daughter of Mr. and Mrs. William H. Harrison.

Besides the husband the survivors are her mother; a son, Russell H. Gish; a brother, Floyd H. Harrison, and a sister, Mrs. E. G. Hamel of Maywood, Ill.

The hearty sympathy of every member of Grand Rapids Council goes out to our bereaved brother in this, his hour of trial and sorrow.

We are very happy to report that Brother G. B. Mc Connell, living at 1342 Sigsbee street, after an illness which has confined him to his bed for more than ninety days, is sufficiently improved to eat Thanksgiving dinner at the table with his family.

Brother Elmer Hamel and his wife, who are now living in Maywood, Ill., are in Grand Rapids, having been called here by the illness and death of Mrs. Harvey A. Gish, who is a sister of Mrs. Hamel.

Mary J. Field, one of the prominent members of the Salesmen's Club, has been passing through a serious illness, but is improving at this time. She is residing at the Morton Hotel.

At a recent meeting of the Executive Board of Grand Rapids Council Brother L. L. Lozier, district manager for the Mulvey Salt Co., of Detroit, was selected to fill the position on the executive committee made vacant by the removal of Harry Behrman to Detroit, and Brother Martin VerMaire, sales manager of the Valley City Milling Co., was selected to take the place on the committee left vacant through the death of Major Walter N. Burgess.

The Salesmen's Club of Grand Rapids will attend in a body, the dance given by the U. C. T. dance committee, in the Pantlind Hotel ballroom, Saturday, Nov. 27. Dancing from 9 p. m. to midnight. These dances given by the U. C. T. organization are proving very popular and well attended.

The Scribe.

Purchase Flour As Needed Still Best Policy.

Written for the Tradesman.

The demand for flour is rather slow with the trade disinclined to buy for long deferred shipment, and, in fact, flour mills in general are complaining about not being able to obtain shipping instructions as rapidly as the old contracts are maturing, due apparently to the fact the trade overbought somewhat, although there does not seem to be any occasion for worry along this line, the volume of shipments on the whole having been reasonably satisfactory.

Foreign markets are not very active in flour, most of the larger centers reporting lethargy on the part of buyers; London, Liverpool, Glasgow, Belfast, Amsterdam, Hamburg and Copenhagen all reporting the demand for new goods rather limited. This lack of demand is undoubtedly due to the fact that shipments thus far on this crop from North America, of both wheat and flour, have been greater than a year ago, the comparative totals in bushels being, from August first, this year, to date 202,911,000 bushels, against last year to date 174,144,000 bushels, an increase of 28,767,000 bushels.

For thirty-eight countries in the Northern Hemisphere, estimates of the amount of wheat produced this year show a small decrease compared to a year ago, namely 7,100,000 bushels. The comparative shortage in Europe is 140,210,000 bushels, which means they will need to purchase considerably

more wheat from North America and the Argentine than a year ago; in Asia the comparative shortage is placed at 2,874,000 bushels; in Africa at 14,700,000, while in North America the crop is 150,700,00 larger, so we have no occasion to worry about an over production of wheat, and undoubtedly most of that we possess will be needed before another crop.

This situation does not mean we are to have advancing prices, for as a general thing the price of commodities has declined during the past year, the amount taken as a whole, being 8 per cent. It does mean, however, that materially lower prices are hardly warranted, and it appears wise to cover nearly requirements on substantial breaks.

The flour trade, as a general thing, however, do just the opposite—buy on advancing markets and "sit tight" on breaks, just as the farmer "holds" on the advances and sells on the breaks. This action is undoubtedly due to the fact that when the market is advancing it looks strong, and when it is declining it looks weak, when as a matter of fact wheat is generally in the weakest position when it is highest, and in the strongest position when it is lowest. This is certainly true from a reaction standpoint.

Bread is the cheapest and best food; wheat is as good as gold and almost as liquid; its the standard of value of food products, and will always be in demand, consequently the trade should always have requirements covered. There may be times when it will pay to buy for future delivery, but the present does not appear to be one of them. The policy of purchasing as needed continues to be the best policy apparently. A big break in prices might make future buying profitable.

Lloyd E. Smith.

Shops Within Shops.

The trend toward a "series of intimate shops" in department store retailing continues to gain, with an increasing number of stores throughout the country adopting this method of merchandising. A growing number of departments are being shut off, so to speak, from the rest of the store, some even having their own entrances and exits. The fundamental theory of the plan is that many consumers prefer to buy their merchandise within smaller and more intimate quarters, rather than on the wide and open floor spaces of the usual department store.

Men consumers, particularly, are credited with expressing their dislike for shopping under the department store conditions which have prevailed. The intimate shops within the store solve this problem in large measure, it is contended. In certain lines of women's apparel the shop within a shop idea is taking strong hold, notably in millinery, corsets, lingerie and similar merchandise and in ready-to-wear. Regarding the latter it is expected that a greater amount of competition will be offered the specialty store.

The line of least resistance is always busy; why not try the line of ambition?

THE TREND OF TRADE.

More of preparation and less of actual business feature the primary markets for the time being. This is customary at this time of year when the great bulk of buying is expected to be at the retail counters. But the preparation in progress is on a scale that betokens a confidence in the prospects for the coming spring and summer. No unfavorable factors are in sight to discourage enterprise. Even the conditions in the cotton-growing sections of the country are assuming a more hopeful aspect, now that the worst is known, because of compensations that had not been taken into account when the record-breaking crop was first made apparent. Not the least of these is the added amount to be distributed among the cotton pickers. The gain, also, in other crops has more than offset the loss in cotton. In the textile lines a fairly steady stream of merchandise is moving in distributing channels, for filling in purposes mainly. Retailers had apparently underestimated the consumer demand and were playing for safety. They now find themselves with too small or ill-assorted stocks and are calling for additions to be supplied quickly. In certain sections trade has been restricted by too warm weather, although this is not the case over most of the country. The stores would like to dispose of what may be called staple goods before the period of holiday and gift buying begins, which is usually immediately after Thanksgiving Day. With the cold days which have come this week the movement should be stimulated.

Hunting Deer Secondary Consideration.

Boyne City, Nov. 23—Our nimrods are beginning to return from the wilds. They don't seem to have had much luck. About all they got was wet feet and hard luck stories. The impression begins to seep in that the deer they go after is mostly a secondary consideration. What they really want is to dress up like a lumberjack, tramp through the woods and live like Johnny Skinclones, with modern improvements. Sam got one, but they do say that there was something about it—the deer was not so wild as it might have been. We are hoping that in the course of time, they will all get back and settle down to business. But boys will be boys, no matter if the frost is appearing over their ears.

Charles T. McCutcheon.

Ribbon Hats Taking Hold.

In millinery the hat of belting ribbon is meeting with an increasing amount of favor. Either solid color or striped ribbons are used for these hats. The model of bengaline combined with straw is also receiving considerable attention. Both types are being shown principally in the small, close fitting poke effect with rippled brim. A few are slightly rolled "off the face." The bright colored felt manages to hold its popularity. Soft straw body hats are in demand for the Winter resort season. Belting ribbon in combination colors is used for trimming.

"Take it or leave it" salesmanship is about as valuable in a store as watered gasoline in an interior combustion engine.

One Biscuit is a Meal

To Our Distributors:

You know **SHEDED WHEAT** has been on the market for thirty-five years. You know that no other cereal can be compared with it for nutritive value, and no process can be compared with the shredding and baking process for making the whole wheat grain digestible.

But here is another thing to remember about **SHREDED WHEAT**—you can eat as many Biscuits as you like for a meal—some people eat as many as six—but **ONE Biscuit** with milk is a complete, nourishing, satisfying meal—twelve good meals in every carton.

The Shredded Wheat Co.

Niagara Falls, N. Y.

Did she say ONE CAN?

Then tell her about the dozens of daily uses for **BORDEN'S**.

That is the way to sell a dozen cans to the customer who now buys only one at a time.

So—wherever the recipe calls for milk, recommend



The Borden Company

NEW YORK, N.Y.

By the makers of Borden's Eagle Brand Milk, Borden's Malted Milk, Borden's Extra Grade Caramels, Borden's Milk Chocolate Bars.

BEECH-NUT Prepared Spaghetti



Ready to Serve!

The ideal quality product for the progressive Grocer to sell. Display it, thus telling your customers you have it. It is nationally advertised.

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

Collections

BONDED COLLECTORS

YOUR PROBLEM:

How to SALVAGE your DELINQUENT AND SLOW PAYING ACCOUNTS.

THE SOLUTION:

Employ COMPETENT CREDIT SPECIALISTS capable of eliminating misunderstandings, re-establishing business relations thru an educational system of collections.

**WE DO GET THE MONEY FOR YOU.
NO COLLECTIONS — NO CHARGES.**



INTERSTATE PROTECTIVE AGENCY INC.
INTERSTATE BUILDING --- 13TH & LOCUST STS.
KANSAS CITY, MISSOURI

With the Price Established

through the manufacturers' advertising—

your selling cost is less and profits more. Your customers recognize that the price is right when it is plainly shown on the label and in the advertising as it is in

K C Baking Powder

Same Price

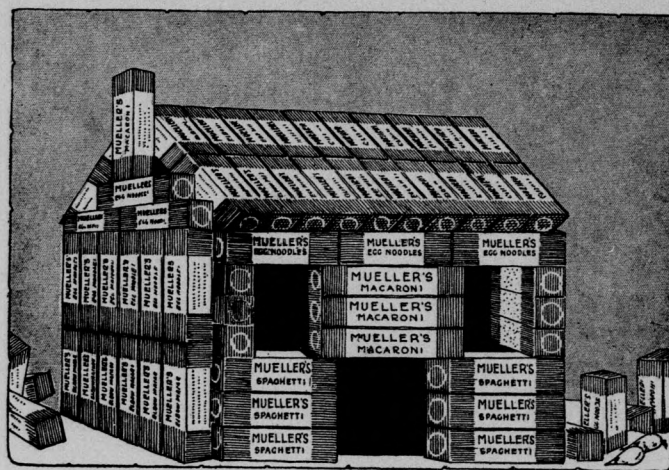
25 ounces for 25c

for over 35 years

You save time and selling expense in featuring such brands as K C.

Besides your profits are protected.

*Millions of Pounds Used by the
Government*



*This is the house that ...
Jack Built.*

JACK, the grocer, decided to increase his profits on Mueller's Macaroni, Spaghetti and Egg Noodles by suggesting to his customers that they buy these Mueller products in groups of six.

He reasoned that particular people liked Mueller's Macaroni, Spaghetti and Egg Noodles "as a change from potatoes," and that since he sold potatoes by the peck, he should at least sell Mueller's by the half dozen—for one package always called for more.



Since 1867

C.F. MUELLER CO. — Jersey City, N.J.

HART BRAND

The Choice of the Land

Fancy

Fruits



Quality

Vegetables

Look for the RED HEART

On The Can

W. R. ROACH & CO.

General Offices
Grand Rapids, Michigan